

What They Say About "Grave Diggers"

The "Grave Diggers" page
this week is page 22

Vol 720 STATE *new Basement*

No. 26

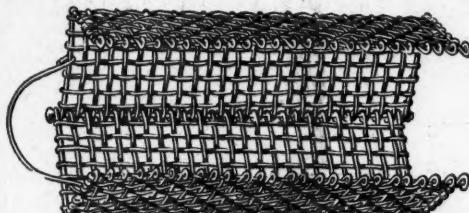
THE NATIONAL PROVISIONER

CHICAGO AND NEW YORK

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JUNE 27, 1925

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The Perfection Two Pin Sausage Mold

Square Loaf Sausage—Molded in a Two Pin Perfection Sausage Mold

will save you money in your sausage-making. Consider its simple use.

Get complete information by writing today to

Sausage Mold Corporation, Inc.
918 East Main St.

Louisville, Ky.

Established 1857

Rohe & Brother

Pork and Beef Packers and Lard Refiners

Export Office
344 Produce Exchange

Main Office
527 West 36th Street

Curers of the Celebrated
"REGAL" Ham, Breakfast
Bacon and Shoulder.

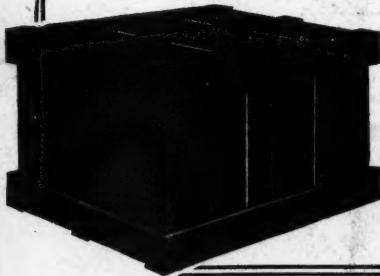
Manufacturers of the
Famous Brand "PURITY" Lard.

Goods for Export and Home
Trade in any Desired Package.

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THE MODERN BOXES

Nabco, Veneer, Wire-bound Boxes for Strength—Security



Save in Freight Save in Handling
Save in Nails Save in First Costs

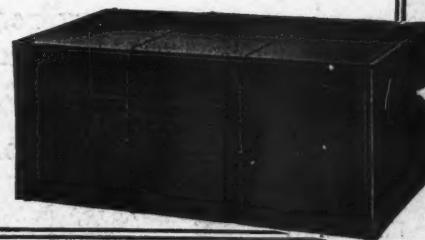
Send us your specifications now and
we will prove to you how to save from
25 to 40% in traffic charges.

NATIONAL BOX CO.

General Offices: 38th and Racine Ave. Chicago, Ill.

Plants:
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Natchez, Mississippi

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"NIAGARA BRAND"

Genuine Double Refined Saltpetre (Nitrate of Potash)

and

Double Refined Nitrate of Soda

BOTH COMPLYING WITH ALL THE REQUIREMENTS OF THE B. A. I.

MANUFACTURED BY
Established 1840

BATTELLE & RENWICK

80 MAIDEN LANE
NEW YORK

Summer Sausage—Genoa Salami Is a Good Seller Directions
on page 26

SAUSAGE PROFITS

The business of making sausage profitably requires employment of modern, economical and practical machinery.

From the first stage to the last operation there is a constant need of dependable equipment built to give maximum results at minimum expense.

The Crescent Line of Sausage Making Machinery, representing the last word in modern engineering skill, is steadily making sausage profits for Butchers and Packers.

Built by a firm with over 70 years experience in its chosen field, Crescent Sausage Making Machinery and equipment follows through every stage of sausage making, eliminating waste, cutting down overhead and producing highest quality sausage.

There is a Crescent type of machinery for every requirement, large or small. Let us help make the industry more profitable for you.

Write for information. No obligation, of course.

Branch Offices

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Chicago
Philadelphia
Pittsburgh
Kansas City
New Orleans
San Francisco

Foreign Offices

Buenos Aires
Liverpool

THE BRECHT COMPANY

Established 1853

Cass Avenue Saint Louis, Mo.

"We keep faith with those we serve"



Two of the seven 2-ton Autocar Electric Trucks owned by the Jacob Dold Packing Company of Buffalo, who also operate 11 gas Autocars.

Many Autocar Electric trucks are now supplementing the big fleets of Autocar gas trucks in the service of packers and dealers in food products.

These combined fleets of both gas and Electric Autocars reduce hauling and delivery costs to a level of economy which has not been approached before.

Autocar Electrics handle the short-haul, frequent-stop work in congested districts; and working under such conditions they show a saving over any other type of transportation.

Autocar gas trucks cover the longer routes and they have established an enviable record of economy and dependability which, combined with short wheel-base handiness, has set a new standard of low operating costs in the gas field.

Write for your copies of the Autocar Gas Truck catalog and of the Autocar Electric catalog.

The Autocar Company, Ardmore, Pa.

ESTABLISHED 1897

Direct Factory "Autocar Sales and Service" Branches or Affiliated Representatives in

*Albany	*Brooklyn	*Detroit	*Los Angeles	*Paterson	*San Jose	*Washington
*Allentown	*Buffalo	*Erie	Miami	*Philadelphia	*Schenectady	West Palm Beach
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*Atlantic City	*Chicago	Harrisburg	*New Haven	Reading	*Springfield	Williamsport
*Baltimore	*Cleveland	*Indianapolis	*New York	*Richmond	*St. Louis	*Wilmington
Binghamton	Columbus	*Jersey City	*Norfolk	*Sacramento	*Stockton	*Worcester
*Boston	*Dallas	Lancaster	*Oakland	*San Diego	*Syracuse	York
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*Indicates Direct Factory Branch

Autocar

gas and electric trucks

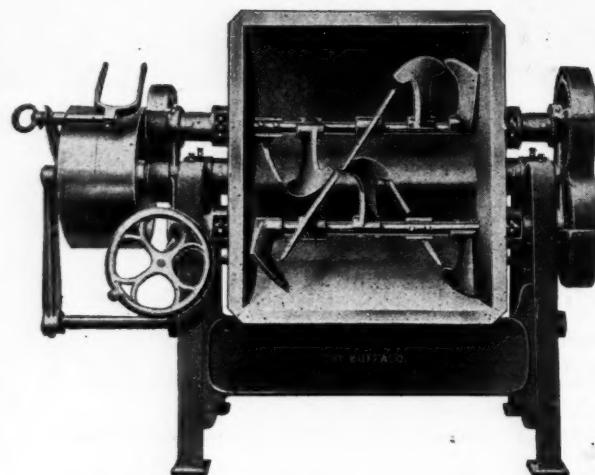
EITHER OR BOTH - AS YOUR WORK REQUIRES

“Buffalo” Meat Mixer

Strong--Sturdy--Powerful

Built to last a life-time

The following prominent sausage makers have recently installed The “BUFFALO” Meat Mixer



Tuscaloosa Packing Co. Tuscaloosa, Ala.
 Jos. Phillips Co. Washington, D. C.
 Armour & Co. Chicago, Illinois
 Schluderberg-Kurdle Co. Baltimore, Md.
 Cudahy Packing Co. Lowell, Mass.
 Fred E. Moch. Albany, New York
 Theo. Gutscher Co. Cleveland, Ohio
 Val Decker Packing Co. Piqua, Ohio
 Armour & Co. Norfolk, Va.

Write for Catalog Illustrating New Grinders, Meat Cutters and Mixers

JOHN E. SMITH'S SONS CO.

51 Broadway, Buffalo, New York

Patentees and Manufacturers.

7/8ths in.
inside diam.

9/16ths in.
inside diam.

3/8ths in.
inside diam.

1 3/16 in.
inside diam.



Noncorrosive Stuffing Tubes

Made of Monel Metal

Highly Polished Very Smooth

Will not turn green like brass or copper—will not pit like aluminum—will not rust or corrode like other metals.

Sanitary

Durable

Made for All Sizes and Types of Stuffers

Give Make of Stuffer When Ordering

**THE
PACKERS MACHINERY
& EQUIPMENT CO.**

1400-10 W. 47th St.

CHICAGO

QUALITY

ANCO

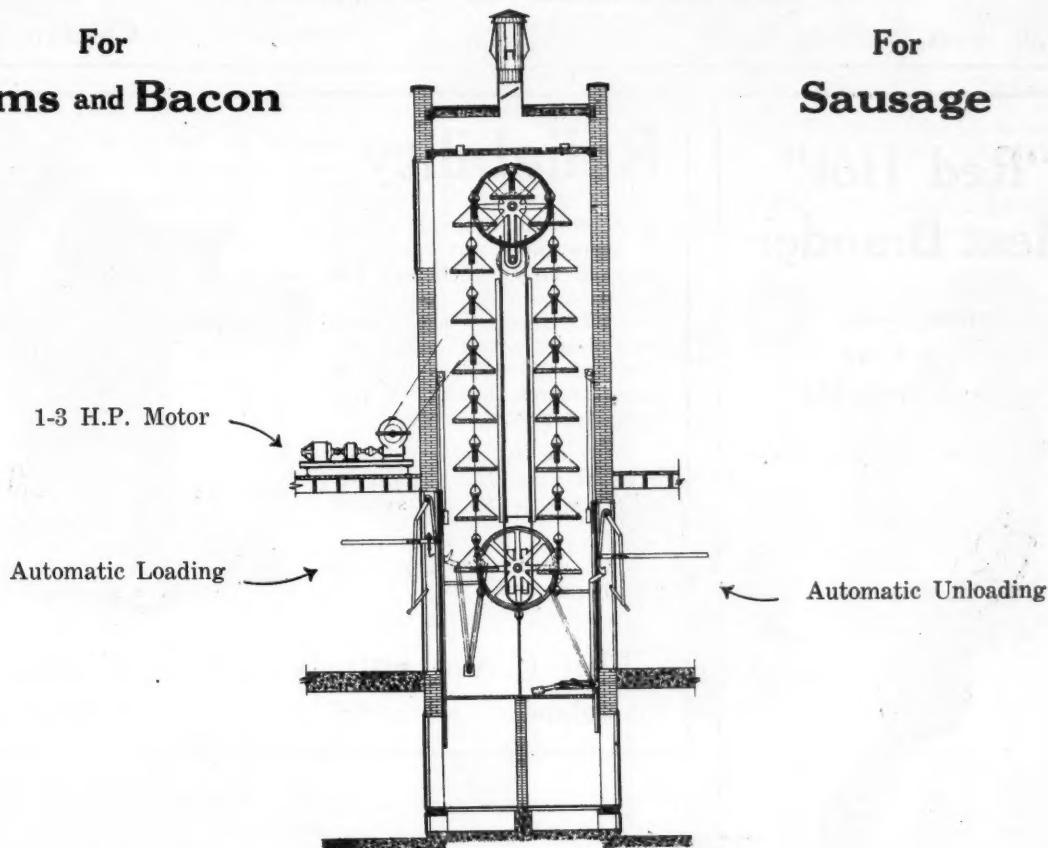
SERVICE

Hildebrandt Revolving Smoke House No. 446

For

Hams and Bacon

For

Sausage**Produces Uniform Heat, Smoke and Color**

The Hildebrandt Revolving Smoke House assures a high grade quality smoked meat and reduces labor cost.

Smoke stick carriers can be loaded at the stuffing bench as the conveyor or mechanism will pick up and discharge the carriers automatically, eliminating the necessity of the operator entering the smoke house, which increases production.

The conveyor is in continuous motion as it is not necessary to stop same for loading and unloading.

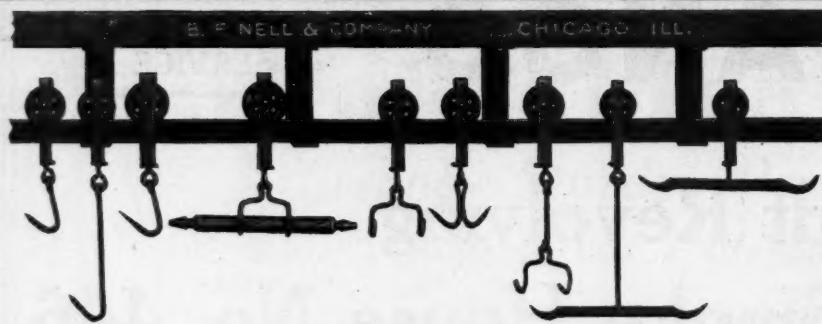
The house can be furnished with conveyor attachments to receive from 16 to 24 carriers, one station or two stations, as capacity requires. Floor space required, approximately 9'-6" x 5'-3" inside; height depends on capacity; 3 horse power required.

We Will Gladly Cooperate With You in Designing the Most Efficient Installation

THE ALLBRIGHT-NELL CO.

5323 So. Western Boulevard

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TROLLEYS

For Hogs, Beef, Sheep, Calves and Fore and Hind Quarters

All of our trolleys are finished smoothly throughout and the groove of the wheels has a smooth chilled surface, making a harder and better surface than a turned groove.

We can make prompt shipment from stock.

Also we can make any special traveler to order.

Write for prices

B. F. NELL & COMPANY

620 West Pershing Road

Chicago, Illinois

"Red Hot" Meat Brander

Saves heat time trouble

in branding your skin meats



No. 18 for
Inspection
Legend Work

This new type of electric brander does the work better and with less bother than anything you have used before.

Give it a trial!

Geo. J. Schneider Mfg. Co.
2533 Hillger Ave.
Detroit, Mich.

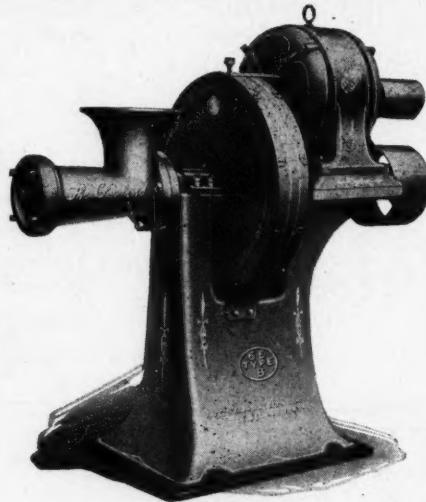
The National Provisioner, \$3.00 per year

Reliability

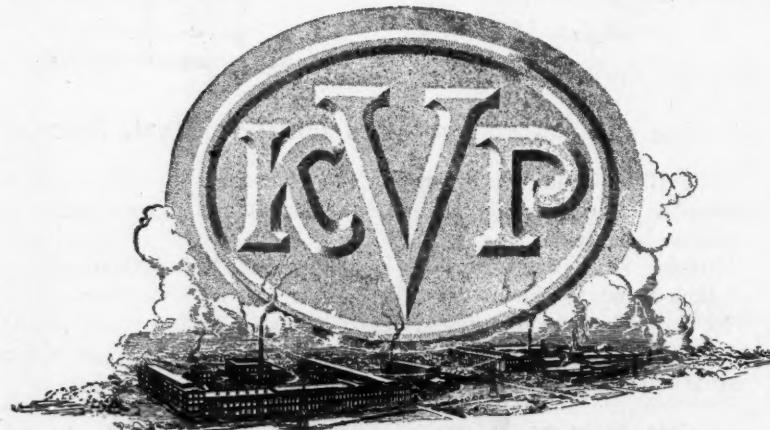
YOU will find in this model the same sturdy performance as with our larger machines. The users of a No. 6E-Type-B Cleveland KLEEN-KUT have always been pleased with their installation and acknowledge, with its many features, that it is the best profit producer for them.

Its economical use is the result of its low installation and maintenance expense for the sausage room.

Meat cutting capacity, 1500 pounds per hour.



The Cleveland Kleen-Kut Mfg. Co.
Cleveland
Ohio, U. S. A.



There Are Reputations at Stake

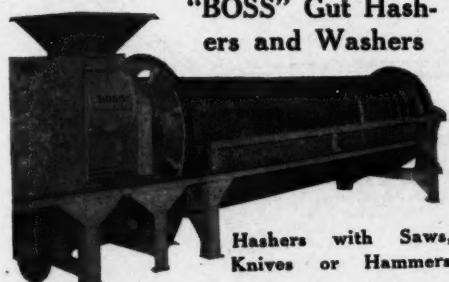
Your product may be the best that exacting production can produce. But if it reaches the ultimate consumer in just the least bit inferior condition there is dissatisfaction. Your reputation as a manufacturer is at stake.

Kalamazoo Vegetable Parchment Co., Kalamazoo, Mich.

Guard against this emergency. Protect your product with K. V. P. Genuine Vegetable Parchment and Waxed Wrappers. They make the package. Write for samples today.

"It is Not in Mortals to Command Success, but We'll Do More—Deserve It."

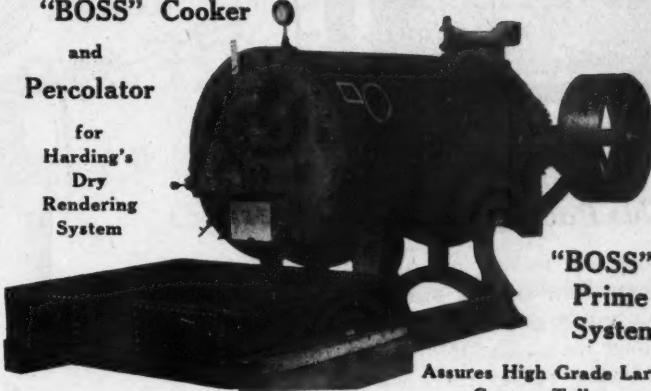
"BOSS" Rendering and Drying Equipments



"BOSS" Gut Hashers and Washers

Hashers with Saws,
Knives or Hammers

"BOSS" Cooker
and
Percolator
for
Harding's
Dry
Rendering
System

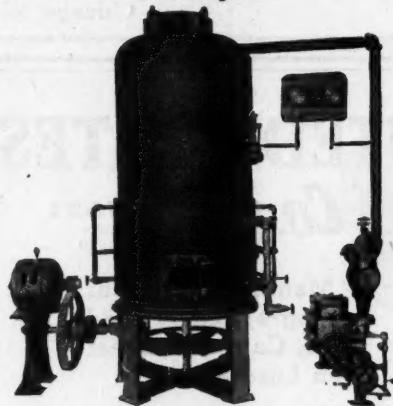


"BOSS"
Prime
System

Assures High Grade Lard,
Grease, Tallow

Clean washed material makes
highest grade grease or tallow.

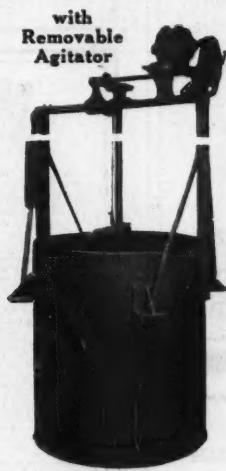
"BOSS" Sanitary Tank
and Dryer



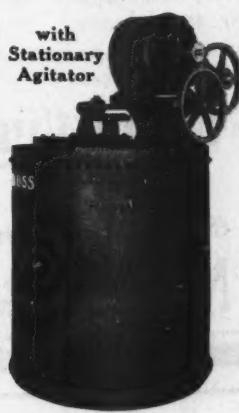
"BOSS" Rendering
Tanks



"BOSS" Lard
Kettle

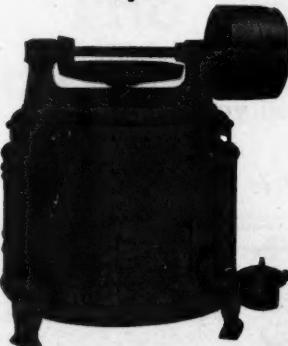


"BOSS" Lard
Coolers

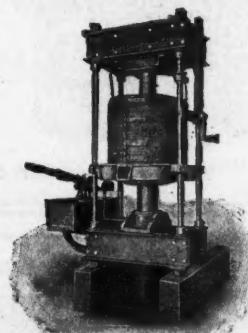


"BOSS" Vertical
Dryer

Hydraulic Presses



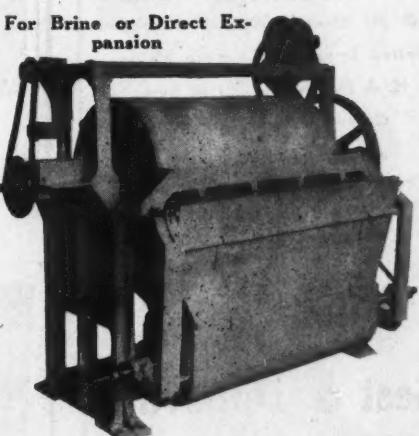
"BOSS" Horizontal Dryers



for Cracklings
for Tankage

"BOSS" Lard Rolls

For Brine or Direct Ex-
pansion



Grease Expellers



Bone and Tankage Grinders

Write us when wanting Up-to-Date Equipment

THE CINCINNATI BUTCHERS' SUPPLY CO.

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Killing
Outfits

Manufacturers
"BOSS" Machines

Sausage & Rendering
Outfits

Factory and Main Office: 1972-2008
Central Ave., CINCINNATI, OHIO



**You Need
This Package —**

if you are seeking increased sales volume—if you seek to maintain the goodness of your sausage meat. Use this "better-looking" paper package—it protects its contents—keeps it fresh and clean. This package increases sales volume for every user. Sizes: one ounce to ten pounds. Send for samples and package suggestions.

KLEEN KUP

*the package
that sells its contents*

Mono Service Co.
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Write us for information and prices on

H. & H. Electric Back Fat Splitter
United Improved Sausage Molds
H. & H. Electric Scribe Saw
Calvert Bacon Skinner
Adelmann Ham Boilers
Jelly Tongue Pans
Maple Skewers
Knitted Bags
Beef Calf
Sheep Ham

Best & Donovan

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DOOR OPEN

These features mean better Hams

Investigate them



*Makes perfect straight Hams
and Meat Loaves*

A. Rispel & Company

Manufacturers of many types and sizes of Ham Retainers

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Chicago, Ill.

**The UNITED STATES
CAN Co. CINCINNATI**

Manufacturers of
Lithographed Lard
Pails, Cans and Sheet
Iron Lard Drums

Our customers are
our best advertisement

We originate and
design labels that will
sell your goods

Write us for complete information

Reduce your delivery costs

by using durable, sanitary

Wagon and Truck Baskets

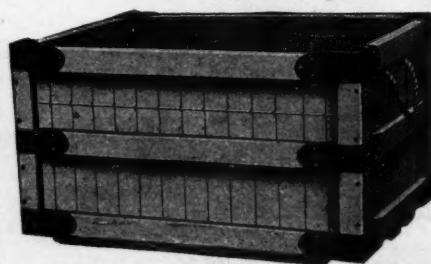
Easily cleaned and good
for hundreds of trips.

Write for prices

ANDERSON BOX & BASKET CO.

Incorporated

Henderson, Ky.



The Daddy of Them All

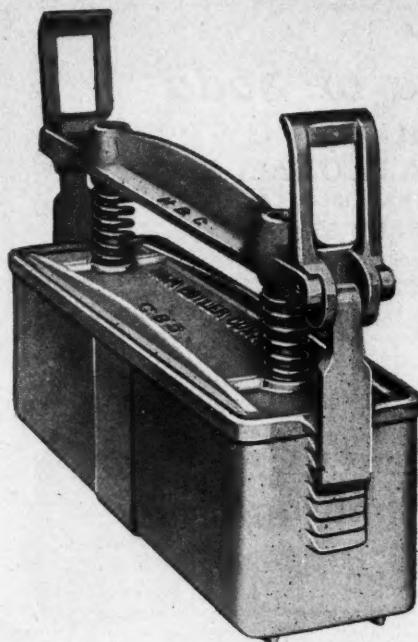
All are trying to imitate, which in itself is quite a compliment. Only four knives to maintain.

Four-Blade Cutter and Twin-Screw Mixer Combined

Our latest list of buyers will interest and greatly surprise you. Mailed on request.

THE HOTTMANN MACHINE CO.,

3323-3343 Allen St., Philadelphia



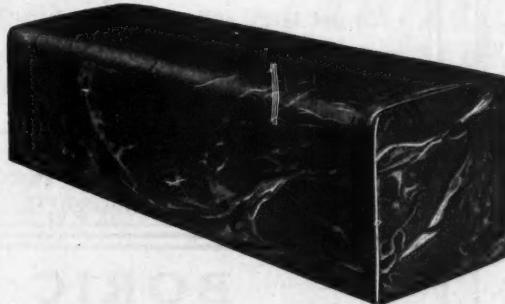
Our Latest Achievement in Corn Beef Cooking

**The CB-5 for Corned Beef Splits
Capacity 15 pounds**

Constructed of cast aluminum, with the yielding spring pressure. Equipped with a new patented eccentric ratchet affording greater leverage.

Produces a superior product heretofore unequalled in flavor and appearance. Reduces shrinkage considerably over other methods, thus paying for itself in a short while.

Product



The Improved Adelmann Foot Press

For the convenience of those using a large number of our boilers daily, we have designed this foot press.

Will give the proper pressure, insuring uniform hams, and improves their appearance greatly.

Saves labor. Increases production.

Of simple but durable construction, easily operated, made to stand hard usage.



Ham Boiler Corp.

1762 Westchester Avenue

New York

Factory, Port Chester, N. Y.

Complies with
B. A. I. Requirements

REX-BRAND

The King of Nitrates

Write for Prices
Immediate Deliveries

Double Refined Nitrate of Soda

Prompt Shipment

STAUFFER CHEMICAL CO.
CHAUNCEY, NEW YORK

SAN FRANCISCO SALT REFINERY
SAN FRANCISCO, CALIFORNIA

CHICAGO OFFICE: 79 WEST MONROE ST.

CORK INSULATION

There is a good reason why experienced engineers, architects, and owners have been favoring us with their business and why they specify "Crescent" (100% pure) Corkboard.

Write for complete information.

United Cork Companies
Plant at LYNDHURST, N. J.

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Philadelphia, Pa. Chicago, Ill.
Cleveland, Ohio Boston, Mass.
Seattle, Wash. Baltimore, Md.

AGENTS

Milwaukee, Wis.

The Stockinet Smoking Process

Saves

*Labor
Trimming
Shrinkage*



Smoke Your Meats in Stockinets and Get Uniformity, Sanitation, SQUARE Butts and Appearance

To get large sales, your Mr. Quality should have the assistance of Mr. Stockinet appearance.

Numerous Packers Throughout the Country Are
Why Not You?

For Further Particulars Write or Phone

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MARGARINE CARTONS

Protect the Product

HY-GLOSS Paraffining Process is unexcelled, is used by the leading Oleo Manufacturers of the country and attracts the attention of the discriminating buyer.

**NATIONAL
Carton Company**
JOLIET, ILL.

The Horn & Supply Co.
Leominster, Mass.
Horns, Hoofs, Horn Tips and Waste
Dealers in
Manufacturers of
Pressed Horn and Hoof

BORIC ACID

A natural ingredient of many fruits and vegetables

The distribution of Boric Acid in Nature is comparatively unlimited. According to Henry Jay:

"The ash of wine contains 4.7 to 16.5 grammes per kilo of Boric Acid, the average being 8 to 10 grammes. The quantity of Boric Acid in the ash of vine leaves is only about 0.7 grammes per kilo.

"The ash of fruits, whether of the flesh or of the stone, is rich in Boric Acid, the proportion of Boric Acid varying between 1.50 and 6.40 grammes per kilo of ash.

"The same can be said of the fucus, plantain leaves, wormwood tops, chrysanthemum flowers, onions, the amount varying from 2.10 grammes to 4.60 grammes per kilo of ash."

Leibrich says that "Boric Acid is not only non-poisonous; it is a normal constituent of many plants."

The above demonstrates that Boric Acid is consumed in eating these fruits and vegetables without injury to the human system.

PACIFIC COAST BORAX COMPANY

Chicago

100 William St.
NEW YORK

Wilmington, Calif.

KRAMER

Hog
Dehairing
Machines

Save Labor—Do Real Cleaning—Low Upkeep

Capacities 50 to 1,000 Hogs per Hour

L. A. KRAMER CO. 111 West Jackson Blvd.
Chicago



THIS plant isn't so large but what the "boss" calls every man by his first name. If he wants to know what kind of a machinist Bill Smith is, he doesn't have to consult a card index. When the general manager steps out of his office and into the factory, he isn't in a strange community. The faces of the workmen are all familiar. Most of them are the same faces that were there a year ago, and the year before that, and farther back.

It takes more than good lumber to make a good house. It takes more than good cloth to make a good coat. It takes more than good rubber to make a good tire. Plus these things, it takes sincere purpose on the part of the man who is "bossing" the job—and

interest on the part of the man who is doing the work.

There aren't any kickers, or loafers or knockers in our busy little factory here in Hagerstown. Most of the men who wield the hammer and the saw and the drill have been here for years—and expect to be here a good many more.

We find that loose screws, damaged lumber, carelessly installed insulation and *repeat business* don't go together. But, we also find that satisfied workmen and satisfied customers DO GO TOGETHER. *We keep both.*

President

Jamison Doors
JAMISON COLD STORAGE DOOR COMPANY
HAGERSTOWN, MARYLAND, U. S. A.

Patent Casing Company

617-23 W. 24th Place, Chicago, Ill.

*We buy and sell all kinds of
Sausage Casings*

Our Specialty:

Sewed Casings manufactured
under Sol May Methods

The Pioneers of Sewed Casings

SAUSAGE CASINGS

THE BRECHT COMPANY

ST. LOUIS

NEW YORK

ESTABLISHED 1853

BUENOS AIRES

HAMBURG



CASINGS PRODUCE CO., Inc.

80½ Pearl St. New York City

TEL BROAD 2550

Cleaners and Importers Sheep
and Hog Casings.

E. E. SCHWITZKE, Pres.



J. H. BERG CASING CO.

Importers

Sausage Casings

Exporters

946 W. 33rd St.

Chicago, Ill.

BEEF, HAM and SHEEP BAGS

We Manufacture all kinds of Stockinette
Cloth and Bags for Covering Meat
WRITE US FOR INFORMATION AND PRICES

Wynantskill Mfg. Company
TROY, N. Y.

Fred K. Higbie Supply Co., Rep., 630 N. Michigan Ave., Chicago, Ill.

See page 61 for Classified Advertisements.

Scrupulously Clean — Sturdily Made Lithographed, Coated or Plain Tin



WHEELING manufacture is attended by painstaking care and constant supervision over every fabricating process from start to finish.

Such cans as these are worthy containers for your product. They are the surest guarantee of satisfied sales for jobber and retailer. They stand up to their job from your plant to the consumer's kitchen.

Put your needs up to Wheeling.

WHEELING CAN COMPANY
WHEELING, W. VA.

Wheeling

MANUFACTURERS
Poultry Foods
Tallow and Oils

BUYERS OF
Beef Cracking
Calf Skins

CONSOLIDATED BY-PRODUCTS CO.

30th and Race Streets

West Philadelphia Stock Yards

Philadelphia, Pa.

MANUFACTURERS
Beef, Sheep and Hog Casings
all Descriptions
Beef Wessands a Specialty
IMPORTERS OF
High Grade Hog and Sheep
Casings

BORCHMANN & STOFFREGEN Sausage Casings

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SAN FRANCISCO NEW YORK

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THE AMERICAN CASING CO.
Importers and Exporters
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NEW YORK BUTCHERS' SUPPLY CO., Inc.
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SUPPLIES
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PHONE GRAMERCY 3665
Schweisheimer & Fellerman
IMPORTERS and EXPORTERS OF
Sausage Casings
Selected Hog Casings a Specialty
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LOS ANGELES, CALIFORNIA
Sausage Casings & Supplies
Tennis and Musical Strings

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Manufacturers, exporters, importers
SAUSAGE CASINGS
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**Smoking and Cooler
SAWDUST**
Any Quantities & Deliveries
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19th & Clearfield Sts., Phila., Pa.

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NEW YORK: 50 WATER STREET
Telephone No. 1251 Broad

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M. BRAND & SONS

SAUSAGE CASINGS

FIRST AVE. AND 49th ST. NEW YORK

S. OPPENHEIMER & CO.

Sausage Casings

Chicago, 2700 Wabash Ave.
Hamburg 8—Luisenhof London, 47 St. John St., Smithfield
96-100 Pearl St., New York 73 Boulcott St., Wellington

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Importers SAUSAGE CASINGS
139 Blackstone Street Exporters
Boston, Mass.

M. ETTLINGER & CO., Inc.

Importers, Exporters and Cleaners of Sausage Casings. A large
stock of all kinds of casings constantly on hand
Established 1903 12 COENTIES SLIP, NEW YORK

THE INDEPENDENT CASING & SUPPLY COMPANY
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SAUSAGE CASINGS
IMPORTERS EXPORTERS

Sausage Casings
HARRY LEVI & COMPANY
Importers and Exporters CHICAGO

Massachusetts Importing Company
Importers HIGH GRADE SAUSAGE CASINGS Exporters
Direct Importers of Russian, Persian, Chinese Sheep
and Hog Casings BOSTON, MASS. U. S. A.

British Casing Co. Ltd.
Sydney, Australia
14 Casing Cleaning Factories
throughout Australia

Brokers:
E. G. James Co.
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Street,
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AUSTRALIAN
Sheep and Beef
CASINGS
Dried Gut

Original and
Exclusive Design

THE **CASING HOUSE**

CONTAINERS
For Hot Weather Specialties

Beef Bungs

Salted Beef Bladders

Dried Beef Bladders

We "Grade" them for Quality and Size

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HAMBURG

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WELLINGTON



Immediate Deliveries from
New York or New Orleans
Chicago or Baltimore

Complies with all
Government Regulations

A Refined Nitrate of Soda of Highest Quality

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which produces the particular shade required in a high class sausage is the factor which creates the first impression on the consumer.

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For Use in Meat Packing and
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Recleaned Whole and Ground
Spices for Meat Packers
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PATERSON PARCHMENT PAPER CO.
————— PASSAIC, NEW JERSEY —————

The Kind That Get 'Em!

As we write this ad. here are 7 (for luck!) of the concerns who are at this very moment equipping their plants with Ridgway Elevators—all except Manhattan Rubber REPEAT ORDERS.

Note These Are the World's Great Successes

1. **Hardwick Magee Co.**, 6th and Lehigh Ave., Philadelphia.
Bradstreet says G.Aa \$1,000,000 and over.
2. **Lee Tire & Rubber Co.**, Conshocken, Pa.
Bradstreet says G.Aa \$1,000,000 and over.
3. **Remington Typewriter Co.**, Ilion, N. Y.
Bradstreet says G.Aa \$1,000,000.
4. **Westinghouse Electric Co.**, Newark, N. J.
Bradstreet says G.Aa \$1,000,000.
5. **Public Service Corporation**, Harrison, N. J.
Bradstreet don't say—but since it is the P.R.R. and U. G., I guess you know.
6. **Manhattan Rubber Co.**, Passaic, N. J.
Bradstreet says G.Aa \$1,000,000 and over.
7. **Continental Fibre Co.**, Newark, Del.
Bradstreet says G.Aa \$1,000,000.

We Ridgways have only one great wonder—it is this:—
We wonder how any concern with steam (or air) available
In view of what is going on in the biggest and most prosperous plants,
can fail to

"HOOK 'ER TO THE BILER"

Craig Ridgway and Son Co.

Elevator Makers to the folks who know

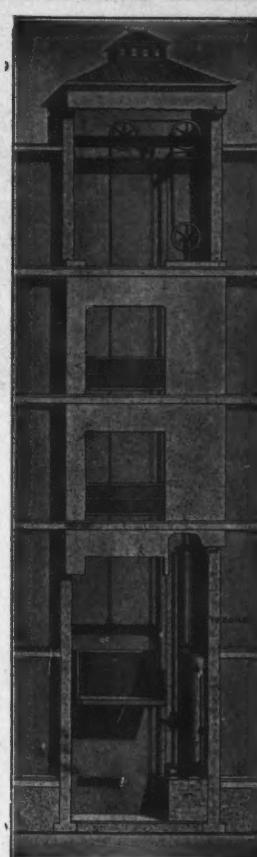
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Galvanized Sheet Steel Car

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Steel or Monel Metal Cars**

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**Tanks Tables Sinks
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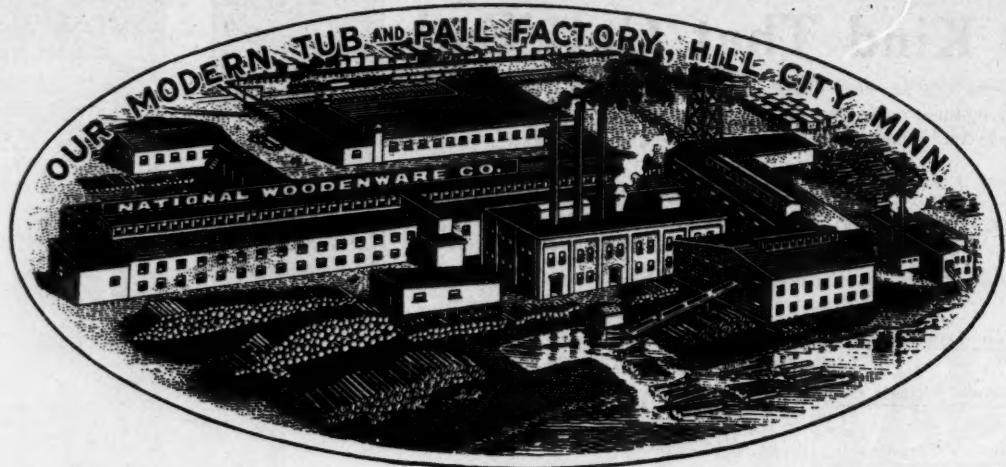
We manufacture Sanitary Meat Trucks of every description, Sausage Stuffing Tables, Monel or Steel tops, Trimming Tables or tables for any purpose.

We solicit your inquiries, specifications or blue prints, for cutting floor, trimming room, offal floor, offal cooler, or sausage packing room lay-outs.

We are the manufacturers of THE GLOBE HAM COOKER, made under the TRECOTT PATENTS. A HAM COOKER WITHOUT AN EQUAL, SAVES SHRINK, SAVES LABOR, SAVES FUEL. IMPROVES THE QUALITY AND FLAVOR OVER ANY OTHER COOKER ON THE MARKET.

Write for information and prices.

822-26 West 36th Street
CHICAGO



NATIONAL WOODENWARE LARD TUBS



**Strong
Re-inforcement
Where Strength
Is Needed**

**Prompt Delivery
from Stocks
Carried in
Hill City and
Chicago**

A strong, clean tub that will stand up under freight handling because only the best of hard and soft woods are used in the manufacture of National Woodenware Lard Tubs.

Located in the heart of the Minnesota forests, we have available, for our tubs, the finest wood grown. Thorough kiln drying prevents shrinkage and reduces waste.

NATIONAL WOODENWARE COMPANY

West 43rd Street and South Racine Avenue
CHICAGO

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

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No. 26

Savings in Packing Plant Operation

Handling Steam, Water, Electricity and Refrigeration to Avoid Waste Is What Every Packer Should Know

Most packers believe their plants are operated as economically as is possible with a fluctuating raw material supply.

But are certain parts of the operating department handled in the same business-like way as other departments in which the packer himself is more directly interested?

Or is all of this left to a busy superintendent?

In either case, there is an advantage in knowing of the many ways that unintentional wastes are going on in packing plants.

Modern Methods of Conservation in Operating Packing Plants

By William McDonald, Assistant Supervising Engineer, Swift & Company.

Of recent years the item "Operating Costs" has received a great deal of attention, and rightly so, since it is becoming of greater moment each year. With labor getting scarce and dear, we have been forced to seek mechanical means of performing duties previously done by hand.

A desire for uniformity and improved condition of product has again emphasized the necessity for the elimination of the human element. The result is that a considerable portion of the burden of labor costs has been transferred to the mechanical side, and this fact has caused accounting departments (working on a comparative basis) to question the good operation of present-day engineers compared with those of ten or fifteen years ago.

Analysis of a large number of plants has shown that the operating costs vary between 7½ per cent and 15 per cent of the total plant costs, depending upon the size of plant, product handled, and general operations performed.

Records Must Be Kept.

There was a time when the operating

Do you know just how much steam is wasted in your plant, and how much this increases your fuel bill, Mr. Packer?

Is water so cheap that there is no need of saving it? Or has a study been made of the most economical use of both hot and cold water?

When hot water is wasted, have you thought that this not only adds to the water cost, but to the fuel bill as well?

It is a common saying, "free as air." But air is not free in the packinghouse. It is really an expensive

item, and there is a considerable waste in the indiscriminate use of compressed air.

These and many other items are matters for frequent attention. They may seem small, but in the aggregate they are enormous.

In the following article a supervising engineer of wide experience calls attention to some of the places where mechanical wastes are constantly occurring. The discussion is of special interest to the packer-owner, the superintendent and the engineer.

Raw Material Costs and Overhead, which, for the boiler room, include Fuel, Labor, Supplies and Repairs; while on the other side is the

Finished Product—Steam, which in turn becomes the raw material for the engine room, supplying the finished products—Power, Water, Air, Refrigeration and Exhaust Steam.

It is impossible to effect economies unless accurate records are kept. I say "accurate," since records carelessly kept are worse than useless—they are misleading.

These records should be sufficient to cover all major points, but not so voluminous that the main object is lost in a mass of detail. An outlay for a number of good meters to provide these records is a good investment.

Why Superheated Steam Is Used.

During past years we have gone in for refinement of products and drawn fine lines on cuts. The reason is there are less trimmings and wastage for the user. It is an economic move for both producer and purchaser.

For this very reason superheated steam has come more or less into general use for production of power and transfer of heat. In simple terms it means that heat energy (which it is our object to dis-

Operating Wastes

Do you know how much mechanical waste goes on in your operating department, Mr. Packer?

Did you know that from 7½ to 15 per cent of your total plant expense is operating cost?

Have you satisfied yourself that the wastes of steam, water, electric power, etc., have been reduced to a minimum?

Is your refrigeration properly distributed?

Or, do you think these are matters you can't help—and you don't know anything about them, anyway?

Read this article and see if it does not give you an idea of means to cut down your operating costs.

tribute) is delivered in the form of a gas instead of a mixture of steam and water.

Other mechanical refinements in the Boiler Room—soot blowers, water softeners, balanced draft, etc., have tended to eliminate the human element, and take care of chemical and mechanical adjustments by mechanical means.

Saving in Electric Transmission.

We have introduced many short cuts in the packing business, such as changes in rendering methods. This has eliminated a number of steps and thus reduced losses.

So in the past few years electrical transmission has become general for the transfer of power in the place of shafting and belts. Not only is it a less wasteful agent for the transmission of power than steam, but it can be used for balancing the conditions of a plant to good effect.

The use of a wider range of temperature by the introduction of vacuum in process work, such as deodorizing, cooking, and in heating systems, has increased the efficiency of the plant and improved product.

These are some of the general refinements, known more or less to all, which go to make production costs less. This cost is important, and while requiring the engineer's close attention, does not cover his entire duties. Where a saving of cents can be made in production, a loss of dollars can take effect in distribution and use—unless the department foreman is enlightened regarding the effect of conservation on his costs.

A Basis to Work On.

To effect economies we must have some comparative basis to work upon. In the past certain rule-of-thumb methods have been used for plant and inter-plant com-

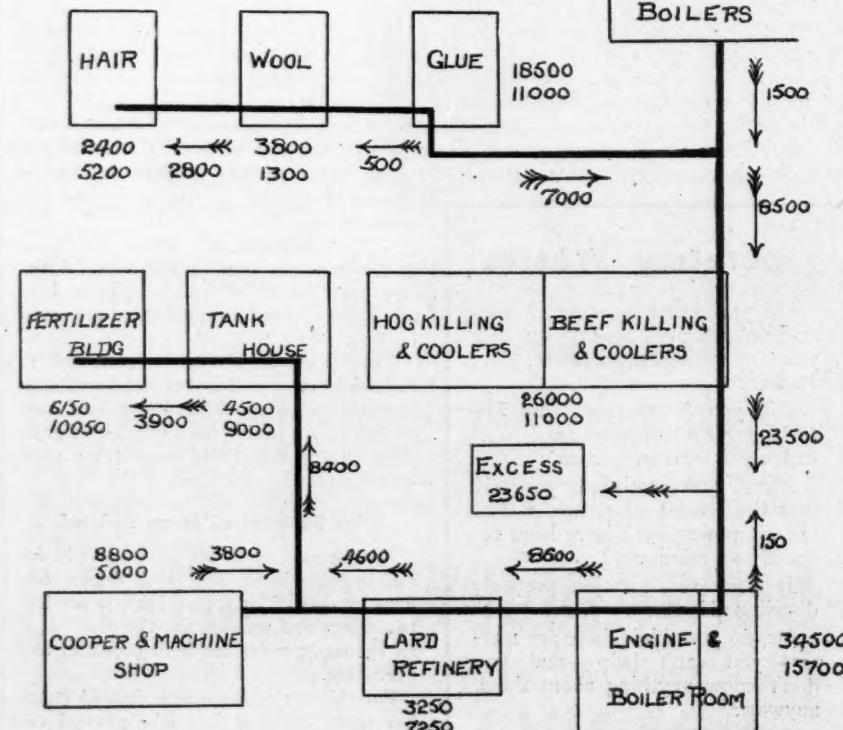


FIG. 1.—FLOW OF EXHAUST STEAM IN A PACKING PLANT.
Top figures show amount of exhaust steam produced in each department; bottom figures show amount used.

Well vs. City Water

Which do you use in your plant—city water or water from your own wells?

"Oh," you say, "why bother with wells? Isn't city water cheaper and more convenient for all purposes?"

Is it?

If you don't know, you certainly have a surprise coming!

The use of well water in packing plants—for both economical and sanitary reasons—will be discussed by an expert in an early issue of THE NATIONAL PROVISIONER. Watch for it.

parison—cost per head killed—cost per cwt. shipped—tons of coal per head, etc.

These, although indicating the trend, do not assist us greatly in fixing our losses. If they look out of line we find an alibi. If indications are good, we pat ourselves on the back—and go on losing money without the knowledge of a hole or without means of ascertaining its location.

There are so many features to take into account in inter-plant comparisons of this nature that such bases, unless accepted with great reservation, are useless. Difference in plant construction, physical condition, cost of labor, fuel, water and power, facilities for distribution, etc., can throw us entirely off the track.

In construction, plants are closely related to Topsy—they "just growed"—and they possess all the features that went to make her famous. To fix a practical basis is not an easy problem, as no industry has

greater variation in character of product and load than the packing business. Summer and winter conditions, day and night—in fact, during every hour of the day a different condition exists.

To analyze this, and collect data in such a form that it will readily show department costs and wastages, is our object.

Each plant is a separate problem. Each is efficient in some respect and deficient in others. Deficiencies may perhaps be inherent, but a large quantity are avoidable.

Steam and Water Use Tell How Plant Is Run.

Two of the main things which indicate the difference between a well-run plant and an uneconomical one are:

1. Steam Balance.
2. Water Balance.

Taking the former, steam is generated to supply to process work—power and steam.

In making power, theoretically about 4 per cent of the heat energy supplied the engine is used. But allowing for condensation losses, etc., we may presume that 75 per cent of the initial energy is available for heating purposes.

Therefore, if power can be produced in close proximity to the process work, and the power and heat loads balanced fairly well, this is the most efficient combination.

Where exhaust steam has to be carried a long distance in large pipe lines and to supply widely varying demands, difficult to balance, the economy of its use is questionable.

As a matter of fact, power and heat loads never balance. Consequently, no general scheme can be applied, but each particular condition has to be studied by itself.

Steam.

The steam system is divided into live and exhaust lines. These are not reservoirs for holding steam, but means for passing it along at as high velocity as possible, providing an excessive drop in pressure does not follow. In order to maintain velocity at all parts of the system, it should be checked for flow under various load conditions. This will suggest such modifications as are desirable.

During this survey a diagram will be obtained showing the amount of live steam taken by departments. This chart, as well as being instructive to the engineer, will prove a basis for the division of costs on an equitable basis. It will tend also to interest the division men and foremen and supply men for comparison of efficient operation when comparing similar divisions in other plants.

A table showing the live steam distribution in a fairly large packing plant is shown here:

TABLE 1.—DISTRIBUTION OF LIVE STEAM.
Watches.

	Daily	7 to 3	3 to 11	11 to 7
Lbs. steam.....	2,850,000	1,174,000	928,000	747,000
a Ice machines.....	18.70	18.30	21.00	22.50
b Brine pumping.....	12.70	10.00	12.80	15.50
b Water pumping.....	32.00	31.00	33.00	32.40
Live steam to exhaust.....	3.05	6.00	3.50	0.00
c Hog killing.....	3.10	5.10	2.60	0.00
c Tank house.....	6.45	6.60	6.40	6.10
c Fertilizer dryers.....	6.50	5.40	6.40	7.80
c Small departments.....	6.40	9.90	4.60	3.50
c Line losses.....	5.85	4.70	5.90	7.50
c Blow down boilers.....	3.75	3.00	3.80	4.70
	100.00	100.00	100.00	100.00

a—Condensing; b—Non-condensing; c—Live steam direct.

It will be observed that the table is composed of four columns; the first line gives the average daily steam production; the second, steam production on the 7 to 3

(Continued on page 40.)

Steps Forward in Meat Practice

Modern Devices and Ideas Which Help Packing Industry to Keep Up With the March of Progress

IV.—A Power Shoulder Cutter.

Opportunities for making savings in time, labor and money in the packing industry are many and varied. Packers everywhere are on the lookout for methods and devices which will enable them to speed up production and turn out product cheaper or better.

Most of the ideas for improvements in machinery and equipment in the packing industry have been contributed by those most closely associated with it, from heads of plants down to the day laborer.

When the Institute of American Meat Packers announced its Prize Idea Contest last year, the response from the trade was heavy. Many ideas were submitted, ranging from simple improvements to existing equipment and methods to entirely new machines.

THE NATIONAL PROVISIONER has made arrangements to publish descriptions and illustrations of some of the more outstanding ideas brought out in this contest. The first of these appeared in the issue of November 22, 1924, describing a hog-head conveying table. The second, in the February 7, 1925, issue, took up a lard measuring and filling machine. The third, in the issue of May 23, 1925, described a gut hasher.

Another idea submitted in this contest was a power shoulder cutter, submitted by B. G. Brennan, president of the Brennan Packing Co., Chicago. It is designed to speed up the cutting gang, and is said to have proved very satisfactory in operation in the Brennan plant.

A brief description of this device follows.

Cutting Hog Shoulders

A power shoulder cutter designed to chop the shoulders accurately and quickly at the rate of 500 hogs an hour was the idea submitted in the 1924 Prize Contest of the Institute of American Meat Packers by B. G. Brennan, president of the Brennan Packing Company, Chicago.

The illustration of this device given here makes the purpose of it and the method of using it plain without a long description.

A More Accurate Method.

The idea is to substitute for the old chopping block and hand cleaver a power cutter, which would take the shoulder from the carcass with one clean sweep, and with an ease and accuracy absent under the old method.

Mr. Brennan points out that more accuracy in the placing of the cut can be made, when the carcass is brought under the blade of the machine, than when the

workman has to swing a hand cleaver and take his measurement by eye judgment only.

This greater accuracy, he states, means a more economical handling, for much of the product which was formerly wasted

workers in the gang and thus effect a saving of labor.

The inventor, B. G. Brennan, has been an outstanding operating leader in the meat packing industry for many years, and actively heads the firm which bears his name.

This cutter is in daily operation at the Brennan Packing Company plant, Chicago, and the firm is always glad to make arrangements for it to be seen.

[The 1925 Prize Idea Contest is now open. Enter your ideas in this contest and win some of the cash prizes offered by the Institute and THE NATIONAL PROVISIONER. Send your entries to the Institute of American Meat Packers, 509 So. Wabash, Ave., Chicago.]

MAY INSPECTED SLAUGHTER.

Animals slaughtered under federal inspection during the month of May, 1925, are reported by the U. S. Bureau of Agricultural Economics as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Baltimore	5,527	2,278	63,500	2,742
Brooklyn	4,060	9,794	.....	24,388
Buffalo	8,045	5,223	80,280	8,062
Chicago	172,901	78,377	389,026	258,083
Cincinnati	10,713	10,281	61,172	3,463
Cleveland	7,684	11,775	64,943	10,001
Detroit	6,265	8,907	58,314	4,682
Fort Worth	34,878	10,826	23,296	11,220
Indianapolis	13,581	3,746	76,225	2,630
Jersey City	5,688	9,526	52,875	21,328
Kansas City	84,443	22,486	108,192	108,444
Milwaukee	10,203	52,003	98,568	3,442
Nat. Stk. Yds.	20,070	17,458	57,700	26,000
New York	32,885	53,638	73,119	110,297
Omaha	80,801	5,371	191,381	136,374
Philadelphia	8,039	9,028	73,983	12,486
St. Louis	12,731	4,810	149,786	5,339
Sioux City	33,918	2,465	147,126	9,544
St. St. Joseph	24,606	7,979	77,876	98,770
St. St. Paul	35,791	65,786	205,630	7,545
All other establish- ments	125,716	78,644	1,003,747	155,568

Total:
May, 1925 748,514 480,581 3,186,124 1,029,683
May, 1924 773,834 469,692 4,277,565 969,300

11 months ended May, '25 9,041,907 4,711,829 44,728,107 11,203,838

11 months ended May, '24 8,519,073 4,239,818 50,128,929 10,529,635

Goats slaughtered at all establishments, May, 1925, 1,195.

Inspections of lard at all establishments, 129,885,918 pounds; compound and other substitutes, 40,812,415 pounds. Corresponding inspections for May, 1924: Lard, 171,237,503 pounds; compound and other substitutes, 29,688,208 pounds. (These totals do not represent actual production as the same lard or compound may have been inspected and recorded more than once in the process of manufacture.)

Carcasses condemned in April, 1925: Cattle, 8,181; calves, 1,179, hogs, 12,004; sheep, 946.



B. G. BRENNAN

Inventor of the Power Shoulder Cutter.

as trimmings can be saved under this plan.

It also means choicer and more workmanlike shoulder cuts when they are being put into the cure, Mr. Brennan has found.

Will Speed Up Cutting Gang.

The device, like most other mechanical devices, is expected to speed up the



THE BRENNAN POWER SHOULDER CUTTER IN OPERATION.

A Page for the Packer Salesman

Who Makes Grave Diggers?

About a month ago THE NATIONAL PROVISIONER published an editorial entitled "Bury the Grave Digger," which has attracted a lot of attention and comment.

For the benefit of the few (or many!) who didn't read it, the "grave digger" is the retailer who takes advantage of the oversupplied branch manager or weak-kneed salesman to get product at cut prices—while his competitor pays the packer's list price!

No one blames the "grave digger"—any more than you would blame a mosquito—the blame belongs to the seller who lets himself get stung!

A lot of packers and sales managers asked for reprints of this editorial to distribute to their salesmen.

But some of them came back with the reply that it isn't entirely the salesman's fault that "grave diggers" exist and thrive.

All right. Go to it! Here's the text:
WHO BREEDS THE "GRAVE DIGGER"?

The Trouble is Higher Up

Packers and Sales Managers are to Blame, Says One of Them.

One packer returns his copy of THE NATIONAL PROVISIONER's "Grave Digger" editorial with the admission that he can't vote either "yes" or "no" on it. He says: Editor THE NATIONAL PROVISIONER:

I am returning the reprint, as you note, unmarked. It would be impossible for me to mark either "Yes" or "No," as I do not agree with any article that lays the entire blame on the salesman in the packing house.

I would suggest that you reprint this in still larger type, and mail it to all the packers and sales managers you know. To my way of looking at it, that is where they should go.

I, for one, refuse to put the blame on the salesman, always did and always will. The trouble is higher up, and none of this grief will ever be rectified until it comes from this source.

If this is not true, then one might reasonably assume that packinghouse goods are sold by salesmen in their own particular way, for better or worse, without any supervision or authority above them.

Forget about the salesmen—and pound the packers and sales managers!

Yours very truly,

A PACKER.

grave-digger field, and don't forget that fact. If the house must have and offer second-grade goods, sell these to second-class trade. Do not offer such to first-class consumers, unless you want to breed grave-diggers.

The house that cannot sell its first-class product to first-class trade has poor reason for existence.

A packer whose selling force can only sell his good brands at grave-digger prices is even worse off.

All these price and sales difficulties boil down to just one answer—MARKETING INEFFICIENCY.

Yours truly,

A PACKER.

What Breeds "Grave Diggers?"

If Good Product is Marketed Right There Won't Be So Many.

After reading THE NATIONAL PROVISIONER's editorial on "Bury the Grave-Digger," an Eastern packer is moved to the following expression of some very true statements:

Brooklyn, N. Y., June 15.

Editor THE NATIONAL PROVISIONER:

While burying the "grave digger," it is not worth while to get at the causes of his existence?

If our goods are made right, shipped right, and offered or marketed properly, there would not be half so many grave-diggers to complain of.

The excuse of grave-diggers begins with offering him something that is worth just about the price he will pay for it.

If we are going to overstock a given market or field, sales will be slower, the house will become urgent, the goods will get old—and therein lies the incentive for the salesman to cut prices.

Grave Diggers Are Cheap Trade.

Inferior goods can only be handled by the cheaper trade, and right here is the

Who Makes Your Prices?

Who makes the prices of your products?

Do you, Mr. Packer?

YOU DO NOT!

Your salesman fixes them—in the price he gets.

Does he let his customer fix them for him? If he does, you lose.

And whose fault is it? His or yours?

Do you teach him how to sell?

What is salesmanship?

GET HIM AND KEEP HIM.

Don't lose an old customer. Keep him! That, in a few words, is a certain way to business success.

An old customer is worth more than a new customer. If you lose one and gain one you are at a dead standstill.

It is a great game, this getting of new customers, but if you don't hang on to them, your business will crumble.

The old customer requires and wants just as much attention, service and courtesy as he received the first time he entered your store.

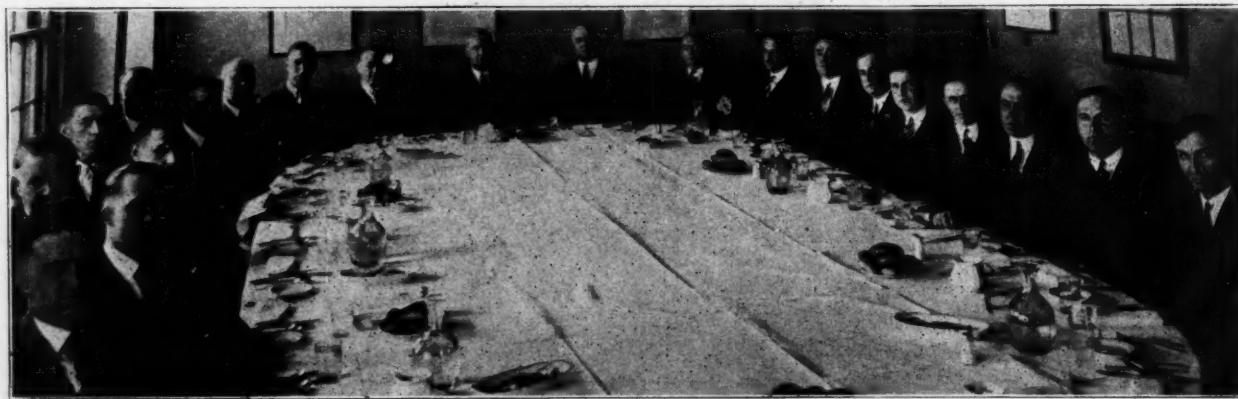
If he doesn't get it, or, worse, if he is treated as though you had him sewed up tight, he becomes a shopper, he listens to the siren song of your competitors and slips into the port of missing men, so far as you are concerned.

Keep him. Tell him that you like to do business with him. Tell him, monthly, that you value his trade. See that he is kept informed about the things you sell. Insist that he be treated with all the courtesy and service that won his business in the beginning.

Keeping a man sold is absolutely essential and it is the simplest thing in business if you treat him as you would like to be treated yourself.—Miller & Hart in "Old Hickory Smoke," their house organ.

BACK TO THE TEXAS RANGE.

H. J. Kresdorn, formerly district representative for a Nebraska packer, is now connected with the Rath Packing Co., Waterloo, Iowa, and will represent that company in his old stamping-ground in Texas.



SINCLAIR SALES FORCE HAS "GET-TOGETHER" MEETING.

Salesmen of the Sinclair Sales Company are brought together every so often in regional conferences, where they can get better acquainted with each other, and can talk over their mutual problems in selling packing house products. This picture shows the salesmen from the Boston, Mass., territory at a banquet held at the Boston City Club on May 1, 1925.

Pig Survey Confirms Plentiful Hog Crop Predictions

That there were plenty of pigs produced this spring, and that plans for the fall hog crop are as big as last year, is confirmed by the government's June 1 pig survey of the eleven Corn Belt states.

Those who have been speculating on the basis of hog scarcity are again shown the danger of putting their faith in rumors and guesses.

As one packer said in a letter to THE NATIONAL PROVISIONER this week:

"If the packers had looked at the situation as you did last fall, they would not now be on the outside, looking in!"

The plentiful hog supplies were predicted, but the trade preferred to listen to the siren song of the market bull—and now look!

What the Survey Shows.

The government pig survey of June 1 shows within 11 per cent as many pigs produced this spring as last.

The number of sows to be bred for fall farrowing is within 2 per cent of the number which produced last fall's record hog crop.

And the government predicts that breeding plans will be more nearly carried out—because of high hog prices—than for the past three years.

That ought to mean that there will be MORE hogs than last fall!

And yet the packer goes on boosting the market against himself!

Here is the government's preliminary report on the June 1 pig survey:

A decrease of about 20 per cent in the number of sows farrowed in the eleven corn belt states in the spring of 1925 compared with the spring of 1924 is indicated by a preliminary tabulation of the June, 1925, pig survey.

This survey was made as of June 1 by the Department of Agriculture in cooperation with the Postoffice Department through the rural carriers.

The number of pigs saved, however, is indicated as only about 11% less this spring than last spring, due to the larger number of pigs per litter. The weather during March and April this year was exceptionally favorable for spring pigs. This condition, together with the smaller number of sows to care for, and the increased value of hogs, resulted in an increase of 11 per cent in the average number of pigs saved per litter.

The number of sows bred or to be bred for the fall farrowing in 1925 is reported as about 98 per cent of the number that actually farrowed in the fall of 1924.

Percentage Will Be Higher.

Previous surveys have shown that fall farrowing has been from 20 to 25 per cent less than the number reported bred. However, because of the very considerable improvement in hog prices over this time last year, it is probable that breeding intentions will be more nearly carried out than they have been during the past three years.

Complete results of the survey for the corn belt and the United States will be issued about July 15. It is possible

And they are not confined to inquiries from this country alone. Here is a subscriber of THE NATIONAL PROVISIONER in Great Britain, a provision merchant, who wants to know what hog prices are going to be next fall! He says:

Editor The National Provisioner:

The price of hogs is running very high at present, and it would be useful to us to have an idea as to whether prices are likely to be maintained or even advanced. Also whether there is likely to be a good run of hogs next autumn, with a consequent reduction in market value.

Just what the price of hogs will be for the balance of the year, or even for a few months in advance, is a matter of conjecture only, and perhaps one person's guess is as good as another's.

In some quarters it is believed that during the late summer and early fall months hogs will go as high as \$15.00. Others question this seriously, as only a limited amount of product could be sold at this high price.

Some packers believe that under present-day conditions packers cannot hope to make even a reasonable profit on hogs bought over 10c per pound.

A fair run of hogs is expected during June, and the late summer and early fall runs will likely be proportionate with those of other normal years. When "normal years" are mentioned, this does not mean 1923 and 1924.

Unless a great scarcity of hogs should develop, it is not likely that the price will go as high as \$14.00. It is certain that the packing industry will try to buy its hogs lower than this price.

Reasonable priced product cannot be made from \$13.00 and \$14.00 hogs, and the consuming public is not inclined to pay a very high price for its pork products.

The early winter runs of hogs will probably show an increase. The spring pig crop was good, and a large percentage of the pigs were saved.

Unless conditions not now apparent prevail, there is every reason to believe that the late fall and early winter price of hogs will be somewhat lower than the current levels.

FRISCO PACKINGTOWN BURNS.

Four of the largest meat plants in San Francisco's packingtown were destroyed by fire on the night of June 15. These were the plants of Miller & Lux and the H. Moffatt Co., two of the oldest and most prominent packing concerns on the Coast, and the plants of the Levy Packing Co. and the J. G. Johnson Co.

These plants were located in what is known as "Butchertown," as distinguished from the other packinghouse district in South San Francisco. The fire started from a leaky oil pipe in the Miller & Lux engine room, and had swept the neighborhood before it could be controlled. Losses were estimated at more than a million dollars.

Action was taken at once to restore the burned plants and continue business. All of the concerns have important trade, which will not be neglected, and immediate plans were laid for rebuilding.

Hog Runs and Hog Prices

Readers of THE NATIONAL PROVISIONER who avail themselves of its information service do not always confine themselves to technical questions or requests for advice on operating problems, such as that which fills the "Practical Points for the Trade" pages every week.

Sometimes they want advice on market and sales problems. When these questions deal with future market conditions they are not so easy to answer.

Short Form Hog Test

Do you know each day how your hogs "cut out"?

Do you know how to figure all operating charges and expenses so as to get at your cutting profit or loss per day or per cwt?

THE NATIONAL PROVISIONER's revised Short Form Hog Test enables you to keep track of this each day.

If you want a supply of these test forms for daily figuring fill out the following and mail it at once:

The National Provisioner,
Old Colony Bldg., Chicago.

Please send me copies of the
Short Form Hog Test for daily figuring.

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Single copies, 2c; 25 or more, 1c each;
quantities, at cost.

Australia Plans to Boost Beef Production

Big New Territory Considered for Cattle Raising

(Staff Correspondence of The National Provisioner.)

Brisbane, Queensland, May 23, 1925.

Consideration has been given the question as to whether further beef supplies from Australia could not be made available for export by opening up the far northern areas, including parts of the Northern Territory. In that region cattle can be raised at a low cost because, being so far away from the occupied tracts of country, rents are low and the ranges large.

Various proposals have been made, one of which is railway communication.

To Help Develop Area.

It is interesting to notice that a proposal is to be put before the Federal Parliament next session for the purpose of creating a special territory out of the northern part of Australia, embracing part of the Northern Territory, of Western Australia and of Queensland. This will mean, if carried out, a much better development of that neglected part of Australia.

In that connection the development of the cattle industry must follow, as it is regarded as the one big industry that can be expanded in that part.

At present cattle are only utilized where they can be driven overland to the southern part of the continent, to the Wynham packing plant, where a comparatively small number are killed, and by export of live cattle to Manila and Java.

Any development of the scheme may also help the more permanent reopening of Vestey's plant at Darwin, where large numbers of cattle could be treated for export if the opportunities existed.

Cutting Out the "Nodules."

For many years it has been necessary to cut out of export carcasses part of the brisket of beef exported from Queensland. This was due to the presence of what are known as nodules.

It is admitted that these nodules are not harmful, but are unsightly. The loss of beef is considerable, as the portions cut out are merely boiled down.

A constant agitation is maintained to have this regulation rescinded, as the beef lost is a considerable tax on the industry. The matter is again being raised and the Bureau of Science and Industry has been asked to make further investiga-

tions regarding the subject, with a view to getting this loss stopped.

A recent statement issued by the cattle owners stated that the cry regarding nodules had been greatly exaggerated and was due mainly to the action of competitors. The disability applies only to beef raised in parts of Queensland—not to the rest of Australia.

Export Prices Still a Question.

Previous letters have referred to the dissatisfaction expressed by the owners of cattle at the prices offered by the exporters for stock required for slaughter this season. It was contended that they were not as high as overseas prices and that the freight reductions of one-eighth of a penny per lb. should go to the grower of beef.

Daily Market Service

The DAILY MARKET SERVICE, established to furnish the trade with authentic daily information of market prices and market transactions, is the latest addition to THE NATIONAL PROVISIONER's trade service.

It includes market prices and transactions on provisions, lard, sausage meats, etc., together with daily hog market information, Board of Trade prices, etc. It covers export markets also.

It is mailed each day at the close of trading, and a handsome leather binder is furnished to subscribers for the purpose of filing the daily reports for ready and permanent reference. Subscribers also are entitled to free telegraphic service (messages collect).

Application for this service may be made to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill. The cost is \$1 per week, or \$48 per year, payable in advance.

A meeting of the growers, with representatives of the Australian Meat Council, including the chairman, was held some weeks ago, when it was resolved that the prices were not in accord with export parity, and that a sub-committee should meet and discuss the question of prices with representatives of the meat export companies.

The reply by the companies has now been published. It states that the premises on which the graziers contended that the companies were not paying London parity were not quite fair to the meat companies, and certainly from an exporter's point of view, unsound. To arrive at London parity the graziers had taken the highest price quoted for Australian beef on Smithfield since 1921.

Based on Too High a Price.

The reason for this high price, which was since shown to be only temporary, was an extreme scarcity of frozen beef in England, due primarily to the dry spell in the Argentine during the last four or five months of 1924, and the absence of any arrivals of Australian beef in February and March.

The companies went into details of prices to show the vicissitudes of the London market and the influence of chilled beef on the demand and prices. They also explained the working of the exchange in the Argentine, which affected the English consumer's price, and said that the conditions would enable Australia to compete much more successfully with Argentine than for many years past.

The statement also said that the main causes which prevented higher prices for cattle were the relatively high and ever-increasing costs. Each year seemed to bring a rise in wages and railway haulage rates.

The companies also explained that prices for by-products were falling and now showed a fall of from 10 to 15 per cent from January prices. No further action has been taken at this writing.

DAVIS PACKINGHOUSE BROKER.

J. G. Davis, well-known as a successful packinghouse sales manager, has established himself in the packinghouse brokerage business at Louisville, Ky. Mr. Davis made a splendid record with several Southern packers in the sales end of the game, and finally decided to go into business for himself.

He will represent several leading packinghouse concerns in the Southern territory, and will specialize on lard, compound, dry salt meats, green and S. P. meats, bacon, canned meats, boneless beef cuts and sausage materials. He will handle straight or mixed carloads or L. C. L. shipments. He has established offices at 307 Keller Building, Louisville.

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Watch Your Step!

The danger signal is again very apparent to the packing industry in connection with the cost of raw material. Hogs are cutting out at a loss of from 80c to 90c a hundredweight, or practically \$2.00 to \$2.50 per head. This is on the basis of the advanced prices.

The domestic trade is at least 20 per cent less than last year, when prices were more in keeping with the financial income of the consumer.

The export trade is very limited. This applies not only to trade with Great Britain in bellies, hams and picnics, but also Continental trade in lard and fat backs.

It is very apparent to anyone in the trade that a further advance in prices on cured products—regardless of the apparent shortage—particularly in dry salt meats, will force a further curtailment in consumptive demand.

Hog prices have reached their limit, and hogs are yielding 3 per cent to 4 per cent less than in a normal year when feedstuffs are relatively cheap. This in itself makes an additional cost of approximately 75c a hundredweight in the dead cost.

It is up to every packer in the trade, as well as those who represent the producer, to limit the price of hogs in keeping with the consumer's pocket-book. Otherwise, we will have a continuance of the condition which has existed in the past ninety days, where the trade shut off completely because of high and advancing prices.

Why the packer persists in bidding up the hog market in the face of ample supplies is a continuing mystery. The government's June 1 pig survey in the eleven corn belt states shows that there were within 11 per cent as many pigs farrowed this spring as last, and that practically as many sows are being bred for the fall crop as last year, when there was a record crop.

This once more confirms THE NATIONAL PROVISIONER's predictions of ample hog supplies, and again convicts the packer of destroying his own chance for 1925 profits by "bulling" the hog market.

Profits Mean More Hogs

Recognizing the facts established by students of the hog industry that certain unusual conditions occur with apparent regularity, one of the packers has made a study of these cycles as applied particularly to hogs.

Temporary depression in the industry

causes unwarranted liquidation. No thought appears to be given to the fact that a period of scarcity must invariably follow wholesale disposition of breeding stock.

As soon as a period of scarcity arrives, prices rise. Expansions in breeding programs immediately take place that wipe out price advantages as soon as the market experiences effects of greatly increased production.

"Actions of this nature may be noted in all kinds of business," says this packer. "They are by no means limited to agricultural production. They seem to be based on characteristic traits in human nature. As long as this condition exists, however, it furnishes a basis for profitable operation by the informed and shrewd, who see an advantage in operating against the current, being in business when the majority is out of it, and vice versa."

A study of Chicago receipts of hogs from 1897 to 1925 shows a slow upward trend. What was more noticeable, however, was the fair regularity with which deviations occurred up or down from the general level. The length of the cycle from one high point to another, or from one low point to another, was found to be approximately from four to five years in almost every case.

Hog values were also studied in connection with receipts. These, in terms of purchasing power of all commodities, were found to run high in 1917, 1918 and the beginning of 1919. They were low in the rest of 1919 and 1920. In 1921 and 1922 considerable irregularity occurred in prices at a time when the hog business was heading toward a high point. But during this time cheap corn, and plenty of it, made hog production profitable, even at relatively low price levels.

Due to excessive receipts, 1923 and 1924 were at low price levels. At the end of 1924 the price trend started to mount, and is still moving upward, with another period of profitable hog production current.

A study of hog receipts and prices over a long period, such as that made by the Armour live stock bureau, furnishes a graphic picture of the situation from earliest market days. Such a picture is valuable not only from a historical standpoint, but from the standpoint of furnishing a basis for calculations in the future.

The presence of a period of profit to the producer presages heavier hog production, the effects of which are likely to be evident as early as the coming winter packing season.

PRACTICAL POINTS FOR THE TRADE

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Making Genoa Salami

A Eastern packer wants some dry sausage information. He writes as follows:

Editor The National Provisioner:

Please send us one or two formulas for Genoa Salami.

For 100 lb. batches of Genoa salami, use the following meats:

30 lbs. beef chuck, trimmed close
60 lbs. very lean pork trimmings
10 lbs. fat back pork trimmings

The seasoning is as follows:

4 lbs. 6 oz. salt
4 oz. granulated sugar
2 oz. saltpeter
4 oz. ground white pepper
4 oz. whole white pepper
1/2 oz. peeled garlic

Mixing.—Meats should be cut on a summer sausage rocker, coarse cut, or run through a rotary cutter, which is used by a great many summer sausage concerns in place of the old nine-knife rocker.

After meat is rocked, cure in cooler temperatures of 36 to 40 degrees, from 48 to 72 hours.

The meat must be spread carefully on shelving boards or pans and carefully kneaded to exclude air pockets during the curing and shelving process. The meat must be spread not more than 8 inches in thickness.

At the expiration of the curing time at these temperatures, mix either by hand or in sausage-mixing machine preparatory to stuffing.

Stuffing.—Stuff in second-cut hog bungs, cut 21 inches long. It is a very difficult matter to stuff coarse-cut meat in a second-cut hog bung, as these bungs are very tender, and the breakage will be excessive on the casings if not properly handled.

When stuffing, it is a good practice to wrap the casings on the stuffing bench. This supports the casing and prevents breakage, and dropping off of the smoke sticks in trucking to cooler and dry room.

Drying.—After product is stuffed, place in cooler and let hang for about 24 hours at a temperature of about 36 to 40 degrees F.

Then send to dry room and remove from trucks to hanging sections. Spread very carefully, and give more space between this product than is given to smoked product. Do not bank.

This product must be given free air circulation from the beginning. It is always advisable to select an outside section of the room where windows may be opened to create air circulation. It is absolutely necessary to hang this product in one section, and skip the next section, in the first stages of hanging in the dry room.

Watch the product carefully and transfer from one section to another, reversing the position of the product as necessary.

Free air circulation does not mean drafts. Drafts are dangerous, not so much from the standpoint of wrinkling the product, but they have a tendency to

"shell dry" the outside, and the product will then have a soft center.

If the weather will permit and the equipment is available, operate the floor coils occasionally, and in this way the heat arising from the steam coils, combined with air circulation, will dry the product gradually.

It does not require the length of time to dry second-cut hog bungs as it does export hog bungs. When sufficiently dried off, wrap with twine very closely all around, and for the entire length from end to end, spaced about $\frac{1}{4}$ inch apart for the entire length of the casing.

[The method of drying here described is for those who are not equipped with modern atmospheric-conditioning apparatus. The latter insures proper drying under all conditions and in any climate. Information concerning it may be obtained upon application.]

No. 1 Beef Trimmings

A Southwestern sausage maker wants to know what is meant by No. 1 beef trimmings. He says:

Editor The National Provisioner:

Is there a generally accepted method for judging No. 1 beef trimmings? Just what constitutes No. 1 beef trimmings? We sometimes receive shipments which to us seem below the No. 1 grade.

Beef trimmings are supposed to come from fresh lean canner and cutter cows.

By "No. 1 beef trimmings" it is understood that trimmings from loins, rounds, rib coverings, navel ends and briskets, together with the usual amount of flanks and skirts, will be included. The product must be sweet and wholesome.

An excessive amount of flanks and skirts would bring the stock down to a No. 2 grade.

When used for certain grades of canned meats, buyers at times request No. 1 beef trimmings, with flanks and skirts excluded. The packinghouse term for this item is "canning trimmings," and they sell relatively higher than the No. 1 beef trimmings, due to the fact that flanks and skirts can only be sold separately at a considerable discount.

Do you ever send in questions?

Mould in Sausage

Do you have trouble with the color of your sausage?

Does it show green rings or gray spots?

Mould IN sausage is caused by poor materials or careless handling. Mould ON sausage is a surface condition and can be prevented by proper handling.

Write to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, for directions for preventing mould in sausage. Send a 2-cent stamp for the reprint on "Discoloration in Sausage."

Sausage Curing Troubles

A retail subscriber in the Middle West asks for the following information:

Editor The National Provisioner:

I enjoy reading THE NATIONAL PROVISIONER. It contains a lot of information for the retail meat dealer.

I have been using _____ pickle and _____ pickle, and find I have trouble in curing my sausage. Which do you think best, saltpeter or nitrate of soda?

The inquirer has been using certain prepared curing materials, sold under a patent name, and is having trouble in curing sausage meat. This is not surprising. The meat man who buys these "patent" formulas is only risking his good reputation.

It is entirely possible to prepare your own curing materials, and long years of experience have indicated that best results are secured by doing this.

Following is a formula for curing ingredients for 360 lbs. of fresh meat:

10 lbs. clean salt
2 lbs. granulated sugar
12 oz. saltpeter

After the curing ingredients are thoroughly mixed and evenly distributed among the meats, pack in a tierce, and pour 2 gallons of No. 2 (half strength) sweet ham pickle over the top of the meats in the tierce.

If the product is left in open tierces at a temperature of 36 to 40 degrees it will be ready for use in 5 days, providing the meats are ground through the one-inch plate of the hashing machine before curing.

If the meat is not used at the end of five days, then it is advisable to place a tight head in the tierce to check the cure and prevent deterioration.

Meats have a natural tendency to deteriorate as soon as they reach cured age, and if for any reason the cured meats cannot be used within a reasonable length of time, it is well to transfer the closed tierces to lower temperatures.

Regarding the merits of saltpeter and nitrate of soda. "Saltpeter" as commonly termed in the trade is India saltpeter, or potassium nitrate. Nitrate of soda, or Chile saltpeter, is a somewhat stronger product than potassium nitrate, and is used in slightly smaller quantities in curing solutions.

Either product gives excellent results if used according to directions.

MEAT CONSUMPTION THE SAME.

The consumption of federally-inspected meat in the United States was practically the same in April, 1925, as it was in March. The consumption of all meats amounted to 944,000,000 lbs. in both months, or a total per capita consumption of 8.3 lbs.

Slightly more beef and veal was eaten in April than in March, a little less pork, and about the same amount of lamb and mutton.

Of the total consumption of 944,000,000 lbs. of meat in April, 451,000,000 lbs. was beef and veal, 453,000,000 lbs. pork, and 41,000,000 lbs. lamb and mutton. The per capita consumption of beef and veal amounted to 4 lbs., pork to 4 lbs., and lamb and mutton to 0.4 lbs.

June 27, 1925.

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Corned Beef Formulas

A Southwestern packer is having some trouble with his corned beef. He wants to get better results and writes for information. He says:

Editor The National Provisioner:

Referring to your item in the issue of May 9, regarding corned beef.

Please give us cooking formula for this product, also curing formula. We have not been getting good results cooking in retainers.

In reply to the inquirer's complaint of not getting good results on corned beef cooked in retainers.

This product is handled very successfully by using beef flanks or plates, fat trimmed fairly close.

Then cure in regular ham pickle, using the following curing ingredients for 250 gallons finished pickle:

Sugar, 37½ lbs.

Refined nitrate of soda, 13 lbs.

Salt as required to make a strength of 78 degrees on standard salometer, at 35 to 38° F.

If saltpeter is used instead of nitrate of soda, the amount should be increased to 16 lbs.

Use strictly at cured age, in order to produce a mild-flavored product, and cook at boiling point until the product is tender.

Then place in retainers and press by hand or power. Allow to chill in the retainers at a low temperature, slightly below freezing point, if possible, for 24 hours.

Best Way to Hold Hams

An Eastern packer is puzzled over the information given on the best method to hold hams. He calls attention to two articles appearing in THE NATIONAL PROVISIONER as follows:

Editor The National Provisioner:

Some time ago you had two articles in two different issues of THE NATIONAL PROVISIONER in regard to proper method of storing hams.

In one article it stated that it was best to freeze them fresh, in fact, much better than curing them and then back-packing and holding them in the freezer.

The previous article stated that it was best to back-pack regular hams in tierces when they were cured, and put a light brine on them and store them in a freezer. We have been under the impression that this was the proper way to handle hams that you want to store away for the summer trade.

I am writing to ask which article is right.

We understand that the proper method of thawing hams is to put them in 62 degree brine. Is this correct?

If these articles are studied it will be found that they are both right, under the conditions referred to in each case.

One article refers to the best method of handling hams to hold indefinitely. In this case we recommended freezing the hams green, and curing later on as the trade demands warranted.

The other article was in reference to cured stocks or meats that were in process of cure. If there was no satisfactory outlet for these meats when they reached cured age, rather than to hold them in pickle indefinitely it is very good practice to pull them at cured age, "back pack" and store in freezer in a mild pickle, as stated.

Freezing Green Hams Successful.

Just a short time ago an old packing-house superintendent stated that he had read the article on freezing green hams.

THE NATIONAL PROVISIONER

He said he had put it into practice, and had excellent results.

His experience was that the hams thawed out as directed, and when cured were just as bright on coming out of the smokehouse as the hams smoked from new cure vat stock.

Referring to the question regarding the proper method of thawing hams. The strength of the brine should be 60 degrees (not 62, as stated), and it is held at curing cellar temperatures.

Quoting Future Prices

A subscriber in Holland is interested to know the exact meaning of the letters sometimes accompanying quotations of future prices. He says:

Editor The National Provisioner:

It has been noticed that after certain closing quotations there are little letters the meaning of which we do not understand. These are "n," "ax" and "b." Please explain what these letters mean.

The letters appearing in connection with future prices are "n," "ax" and "b."

"N" is for "nominal," which means that the market is inactive, and that the price given is regarded as the nominal market, based upon the last sale made.

"Ax," indicating "sellers," means that the figure given was the asking price at the close of the session in which the product was traded on, or the price at which sellers were holding when the session ended.

"B" for "bid," is the price bid at the close of the market, but not as yet a price accepted by the sellers.

Money Savers

Little savings in operating or sales methods sometimes mean big money.

Such savings actually made by packers and meat manufacturers will be described under this heading.

Watch for them! Send in your own experiences for the benefit of others. "He profits most who serves best!"

SWITCHING LIVE STOCK.

In a city where packinghouses are widely scattered, the railroads conceived the idea of increasing their switching rates to a prohibitive basis.

The packers have found it possible to contract with trucking concerns to haul double-deck loads of hogs and single-deck loads of cattle, at a saving of more than one-half the switching rate, to say nothing of the time saved.

[Tell us your own money-saving experiences. THE NATIONAL PROVISIONER will pay for such items. Send them to Practical Points Editor, THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.]

Handling Calf Rennets

A slaughterer in the East wants information on calf rennets. He says:

Editor The National Provisioner:

Can you give us the address of some person or firm using calf rennets?

Also please give us instructions as to the best method of taking care of calf rennets, and of packing.

In saving calf rennets, note the following instructions:

First, split and wash or rinse off the rennets. This must not be overdone, as too much washing and scrubbing is injurious to the product from a chemical standpoint. After rinsing, chill in cooler over night.

The product may be iced and shipped in a fresh condition, or put in cure by rubbing in fine vacuum salt and then allow to remain on boards, bench or floor for about one week, or long enough to accumulate enough to ship. Pack in common boxes, and during hot weather we would recommend icing the cured product for shipment.

Rennets also may be frozen in a fresh condition after chilling thoroughly over night. Instead of salting the following morning, deliver direct to sharp freezer and accumulate, and ship frozen solid. In this case on short shipments you may be able to avoid the expense of icing.

[Regarding a buyer of calf rennets, one of the largest and most reliable concerns in the business is the Chris Hansen Laboratory, Little Falls, N. Y. They will furnish complete instructions for handling, shipping, etc.; and as a rule they are in the market for calf rennets.]

We are in the Market for

Hog Casings	Beef Middles
Hog Bungs	Beef Bladders
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Submit your offerings by wire or letter for spot or future shipment.

ROY L. NEELY

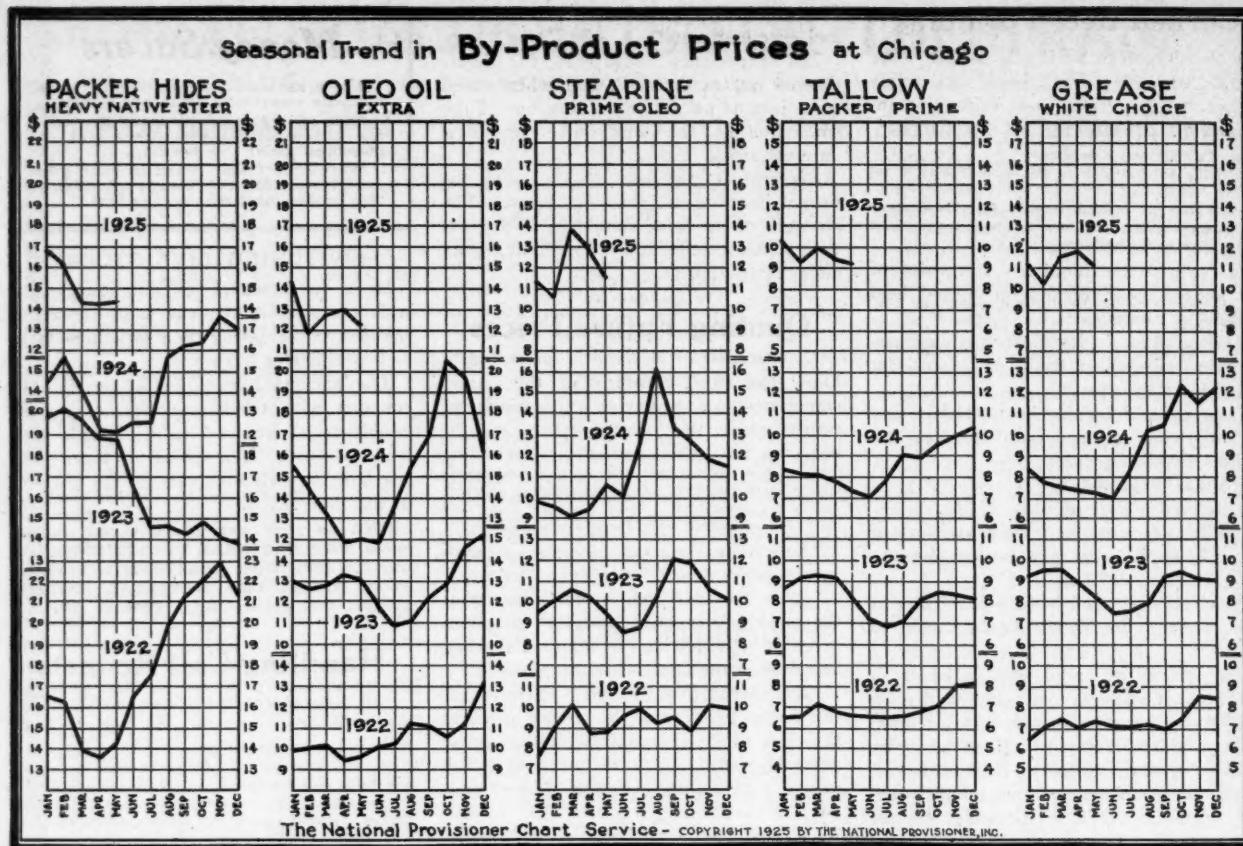
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Cable Address "ROLESNEELY"

Name

Street

City



This chart in THE NATIONAL PROVISIONER CHART SERVICE series shows the trend of by-product prices during the first five months of 1925, with comparisons for the three years previous.

Packer hides, after showing a steady downward trend during the first three months of the year, have strengthened and held at more nearly steady levels. May prices, in fact, averaged slightly higher than those for April. Grubby take-off was one factor in the early decline.

The market for extra oleo oil was in a demoralized condition in April, although the decline in price was checked at around 12c, from a previous high of 22c. Demand was slow at the sharp declines, but there was a renewal of interest later on, induced by liberal buying orders.

Prime oleo stearine market showed a weakness and prices declined sharply in sympathy with other commodities. The market has reacted, however, and prices at the present time show an increase.

The market for prime packers tallow was somewhat inactive, with enough confidential trading at just about quotable prices to keep stocks well cleaned up. This has prevented any wide fluctuations in selling prices. Strength in low grades was also a sustaining factor.

There has been an almost constant demand for choice white grease, with an occasional lull in the market, which caused a downward trend in selling prices. The strength in the lard market was largely responsible for the activity in white grease, as foreign buyers found it advantageous to process it and sell as Dutch lard at a discount in price under American consigned lard. The spread at all times was great enough to allow a profit.

BRITISH PROVISION LETTER.

(Special Letter to The National Provisioner.)

Liverpool, England, June 13, 1925—The markets this week have displayed a very firm tone, although the milder cured bacon has been adversely affected by the weather condition, and the surplus supplies of Danish have been pressed for sale. Supplies of Danish are now coming to hand again in a normal way.

In American bacon the high cost of packers' offerings and light supplies on hand and in prospect make holders very reserved and prices have been advanced substantially during the week. Demand, however, continues moderate.

Hams continue in good request and are sparingly offered at further higher prices. Shoulders are in limited offering for squares, but New York and picnics are scarce and nominal, and there is a very good demand for picnics.

Lard continues to be in quiet demand, and with arrivals on the heavy side, prices continue to be under the American parity.

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ending June 20, 1925, are reported officially as follows:

Point of origin.	Commodity.	Amount.
Canada—Veal carcasses	523	
Canada—Smoked meats	1,517 1/2 lbs.	
Canada—Beef livers	22,750 lbs.	
Canada—Beef quarters	92	
Canada—Canned meats	100 lbs.	
So. America—Canned corned beef	108,000 lbs.	
So. America—Beef tenderloins	40,600 lbs.	
Germany—Smoked hams	200 lbs.	
Italy—Loose sausage	883 lbs.	

MAY CANADIAN SLAUGHTERS.

Less livestock was slaughtered under inspection in Canada in May, 1925, than during the same month in 1924, according to official reports. There were more cattle, calves and hogs slaughtered under inspection during the first five months of 1925 than in the same period last year, however. Sheep slaughters fell off from the mark set last year. The figures follow:

CATTLE.	
May, 1925	42,334
May, 1924	42,419
Jan.-May, Incl., 1925	208,794

CALVES.

May, 1925	43,669
May, 1924	48,697
Jan.-May, Incl., 1925	147,879

HOOGS.

May, 1925	210,073
May, 1924	236,886
Jan.-May, Incl., 1925	1,261,286

SHEEP.

May, 1925	10,674
May, 1924	11,909
Jan.-May, Incl., 1925	65,344

DANISH BACON EXPORTS.

Exports of bacon from Denmark for the week ending June 20, 1925, amounted to 3,100 metric tons. The entire amount went to England, according to cable reports to the U. S. Department of Commerce.

PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Market Firm—Demand Fair—Hogs Higher—Movement Moderate.

The action of the hog market has been a direct incentive to higher prices of product of all kinds. Since the first of the month, hogs have advanced over \$1 a hundred, and the advance does not seem to have brought a large enough volume of movement to have much effect in checking the advances.

The average price of hogs last week at Chicago was \$12.65, or \$5.50 higher than for the corresponding week last year, with cattle \$1.10 over last year's prices; sheep about \$2.50 over, and lambs $\frac{1}{2}$ c a pound over. This level of prices is bringing a fair volume of marketing but not a burdensome movement, partly due to the fact that the increase in the marketing of cattle and sheep has been more than offset by the decrease in hogs.

Hog Marketings Smaller.

Last week's receipts of hogs at seven leading markets was 504,000 against 593,000 last year, while cattle showed a decrease of 53,000 and sheep a decrease of 43,000. The sharp advance in hog prices since the first of the month are expected to bring a little increase in the movement later.

The figures of the slaughter under Federal inspection for eleven months this year show extremely interesting comparisons. The decrease in hogs has been about 10 per cent of last year's movement. The increase in sheep has been about 7 per cent, calves 10 per cent and cattle about 5 per cent.

The comparative figures follow:

	1925	1924
Cattle	9,041,997	8,510,073
Calves	4,711,829	4,250,818
Sheep	11,203,838	10,520,353
Hogs	44,728,107	50,128,929

The packing of hogs the past week showed a total of 685,000 against 713,000 the previous week and 766,000 last year. For the summer season the total so far has been 9,386,000 against 11,926,000 a year ago.

Meat Production Heavier.

The Government statistical analysis of the meat supply for four months this season shows a production of beef of 1,554,000,000 lbs. against 1,460,000,000 lbs. last year; veal 162,000,000 against 146,000,000 lbs. The production of mutton was 156,000,000 lbs. against 147,000,000 lbs. last year; while the production of hog products was 2,741,000,000 lbs. against 3,277,000,000 lbs. last year.

This decrease in hog products of 536,000,000 lbs. was in part offset by the increase of 95,000,000 lbs. in beef and an increase of 8,000,000 lbs. in mutton, together with the decrease in the exports, compared with last year. The effect on stocks of the production and distribution has resulted in a total on hand a little larger than usual at this season of the year which is partly attributable to the price of the product as an influence in decreasing the export movement.

Recent exports have been rather disappointing. Last week's shipments of lard

were 8,601,000 lbs. compared with 11,818,000 lbs. last year and meats 11,330,000 lbs., just about the same as last year. A claim has been consistently made that the shipments were being influenced by the expectation of the increase in German duty and a desire to accumulate a certain amount of stock abroad before the duty went into effect.

Look for Smaller Danish Kill.

Regarding conditions in Germany, Trade Commissioner Squire at Hamburg, Germany, writes that the marketing of livestock in Germany will not be as great in the future as in the immediate past, and that slaughtering in Denmark will not continue in as great a volume as heretofore. From statistics just released in Germany giving the slaughtering under inspection for the first three months of 1925, it is possible to make comparison with previous operations.

Recently a considerable influence in the market has been the distinct change for the better for the outlook for feedstuffs. The rains which have swept across the country the past ten days or two weeks have made for betterment in the prospects for feedstuffs.

There has been a distinct gain according to reports in the pasture conditions throughout most of the interior valleys, also in the later hay crop and in the corn crop prospects. There is some doubt as to whether the rains were early enough to affect the oats conditions in the central west, but there has been improvement in the Northwest.

Notwithstanding these conditions hogs have been strong and feedstuffs lower, working for a wider hog-corn ratio and greater inducement for a more intense hog production. With hogs at over 13c and contract corn around \$1.05, and the low grades below \$1.00, the hog-corn ratio is the most attractive it has been for a considerable period.

Comparing Slaughter Figures.

The movement and slaughtering statistics give occasion to look over the reports regarding the probable hog movement. The four month slaughter of hogs this year was 16,762,000 against 19,527,000 last year, a decrease of 2,766,000. The decrease in packing at the principal points since March 1st has been 2,511,000, showing that most of the decrease has come in the past few months.

Going back still further, the decrease in the Federal inspected slaughter for the 11 months ending May 31st have been 5,400,000, which would seem to indicate that the tendency of the decreasing in marketings had not been quite as great as anticipated. Taking the movement as a basis for estimating, there appears to be some evidence that the decrease in the supply is not quite as large as indicated in the government reports.

PORK—The market was steady with mess New York \$41; family, \$38@40; and fat backs \$38@43.00. At Chicago mess was quoted at \$38.00.

LARD—Domestic trade fair; export demand slow. At New York prime western quoted 17.65@17.75c; middle western, 17.45@17.55c; city, 17 1/4@17 1/2c; refined continent, 18 1/4c; South America, 19 1/4c; Brazil kegs, 20 1/4c; compound, 12 1/4@13c.

At Chicago demand was reported good, but shipping trade quiet and regular lard in round lots quoted at July price; loose, .72c under July, and leaf lard quoted .87c under July.

BEEF—The market was dull but steady with mess New York \$19@20; packer, \$19@20; family \$20@23; extra India mess, \$32@33; No. 1 canned corned beef, \$2.75; No. 2, 6-pound, \$17.50, and pickled tongue \$55@60, nominal.

SEE PAGE 85 FOR LATER MARKETS.

MAY MEAT EXPORTS.

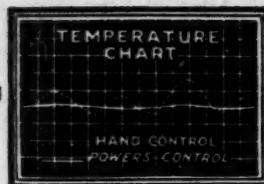
Exports of meats and meat products in May, 1925, and for the eleven months ending May, 1925, were less than for the corresponding periods of 1924, according to the U. S. Department of Commerce. While there were 15,000,000 lbs. less of meats and fats exported during May, 1925, than during May, 1924, prices had risen to such an extent that the total value of May, 1925, exports were \$520,000 greater than the total value of May, 1924, exports. Exports for the eleven months period ending May, 1925, compared with eleven months ending May, 1924, were 317,500,000 lbs. less.

Animal oils and fats exports for May, 1925, were greater by 9,300,000 lbs. than those for May, 1924. For the eleven-month period ending May, 1925, exports of animal

WEEK ENDING JUNE 20, 1925.

	Hams and Shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.
Boston	1,263	646	1,511	1
Detroit	1,878	649	1,991	112
Key West	406	30	1,100	...
New Orleans	13	2	785	31
New York	204	3,526	9,966	...
Philadelphia	96	...

*Revised to May 31, including exports from all ports.



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oils and fats were 215,000,000 lbs. less than the exports of these products for the eleven-month period ending May, 1925.

Comparing the eleven-month periods ending May, 1925, and May, 1924, it will be noted there were increases in the cases of pickled beef, Wiltshires, Cumberlands, oleo oil, and lard compounds, while there were decreases in the cases of fresh pork, hams and shoulders, bacon, pickled pork, lard and neutral lard.

Increasing Continental livestock supplies and relatively high priced American pork products have, according to the trade, been the limiting factors in the meat export trade during the past eleven months.

MAY

	1925.	1924.
Tot. meats & meat prod., lbs.	42,884,965	57,984,932
Value	\$ 8,185,180	7,922,571
Tot. animal oils and fats, lbs.	95,066,670	85,724,082
Value	\$ 14,426,239	9,890,592
Beef, fresh	1,130,119	173,375
Beef, pickled, etc.	1,607,014	1,724,568
Pork, fresh	887,023	1,522,340
Wiltshire sides*	886,104	1,262,344
Cumberland sides**	1,490,400	2,002,629
Hams and shoulders	20,034,713	27,370,746
Bacon	11,064,158	14,939,578
Pickled pork	1,826,336	1,951,927
Oleo oil	10,720,305	8,805,588
Lard	71,135,079	62,647,748
Neutral lard	1,272,514	2,831,900
Lard comp., animal fats	718,281	444,053
Margarine, animal fats	76,845	61,548
Cottonseed oil	2,632,501	2,435,208
Lard comp., veg. fats	698,075	911,435

ELEVEN MONTHS ENDED MAY

	1925.	1924.
Tot. meats & mt. prod., lbs.	633,968,582	951,459,451
Value	\$ 105,124,243	131,347,846
Tot. animal oils & fats, lbs.	902,276,086	1,207,274,405
Value	\$ 145,518,637	148,843,071
Beef, fresh	2,915,467	2,693,453
Beef, pickled, etc.	20,754,402	19,948,550
Pork, fresh	26,786,734	47,856,302
Wiltshire sides*	14,059,334	10,940,810
Cumberland sides**	23,636,475	12,788,579
Hams and shoulders	252,341,000	341,123,456
Bacon	198,750,163	395,066,305
Pickled pork	24,738,341	32,462,768
Oleo oil	96,584,694	85,269,156
Lard	732,936,390	955,428,280
Neutral lard	39,028,359	21,854,337
Lard comp., animal fats	7,952,873	6,318,407
Margarine, animal fats	889,001	1,057,405
Cottonseed oil	47,938,434	38,023,401
Lard comp., veg. fats	6,087,825	6,737,545

*Included in "Hams and Shoulders" prior to January 1, 1924.

**Included in "Bacon" prior to January 1, 1924.

NEW KENNEDD-MURRAY HOUSE.

Kennett-Murray, now operating order-buying houses on eleven markets, announce the opening of their twelfth house at Sioux Falls, S. D., on July 1, 1925. The new house will be operated as Kennett, Murray & Brown, under the supervision of John I. Brown, Jr., who also heads the Sioux City, Iowa, house.

Meat Production and Consumption Statistics

Meat and livestock production and consumption figures for April, 1925, with comparisons, are compiled by the U. S. Bureau of Agricultural Economics as follows:

CATTLE, CALVES, BEEF AND VEAL.

	3-yr. avg. ¹	April		3-yr. avg. ¹	January-April	
		1924.	1925.		1924.	1925.
Inspected slaughter:						
Cattle	658,621	689,190	731,258	2,691,116	2,835,856	2,970,177
Calves	410,455	405,720	496,306	1,433,967	1,560,881	1,734,921
Carcasses condemned:						
Cattle	5,654	6,475	8,181	23,965	28,522	31,427
Calves	1,628	1,482	1,179	5,690	6,014	4,688
Average live weight:						
Cattle, lbs.	980.02	962.00	976.82	983.76	965.40	974.80
Calves, lbs.	140.96	146.92	145.58	154.80	159.61	161.80
Average dressed weight:						
Cattle, lbs.	543.00	522.85	537.40	537.14	520.22	527.58
Calves, lbs.	82.90	89.02	85.69	90.30	94.48	94.22
Total dressed weight (carcass, not including condemned):						
Beef, lbs.	353,756,729	356,957,538	388,581,586	1,430,059,737	1,459,511,576	1,554,333,128
Veal, lbs.	34,086,580	41,330,918	42,427,433	128,610,328	146,433,436	162,039,314
Storage:						
Beginning of month—						
Fresh beef, lbs.	61,330,000	68,075,000	87,684,000	72,193,000	76,943,000	81,616,000
Cured beef, lbs.	23,051,000	25,190,000	28,634,000	21,921,000	23,435,000	28,883,000
End of month—						
Fresh beef, lbs.	50,935,000	52,941,000	67,271,000	64,623,000	69,482,000	70,106,000
Cured beef, lbs.	22,887,000	25,482,000	28,932,000	22,335,000	24,158,000	28,889,000
Exports: ³						
Fresh beef and veal, lbs.	178,977	202,130	219,317	1,195,000	1,002,995	1,322,967
Cured beef, lbs.	1,940,622	1,848,137	1,719,600	7,439,260	6,283,773	7,045,490
Canned beef, lbs.	121,248	114,536	110,634	700,745	684,744	663,459
Oleo oil and stearin, lbs.	9,156,599	9,179,004	8,346,705	35,228,453	32,404,826	35,578,025
Tallow, lbs.	2,364,830	2,081,613	2,005,757	8,869,546	10,064,329	8,270,602
Imports:						
Fresh beef and veal, lbs.	2,087,123	2,450,176	1,599,357	5,015,914	6,649,183	3,487,468
Receipts, cattle and calves ⁴	1,630,355	1,750,664	1,826,559	6,421,290	6,651,491	7,086,356
Stocker and feeder shipments ⁴	235,412	238,763	270,916	913,743	825,990	804,238
Cattle on farms January 1	66,506,000	64,028,000				
Prices per 100 pounds:						
Cattle, average cost for slaughter	7.40	7.57	8.20	6.84	7.01	7.31
Calves, average cost for slaughter	8.05	8.49	8.70	8.37	8.77	9.06
At Chicago—						
Cattle, good steers	9.62	11.00	10.64	9.67	10.68	10.92
Veal calves	8.07	8.57	8.76	9.11	9.45	9.96
At eastern markets—						
Beef carcasses, good grade	14.73	16.61	16.27	14.39	15.84	15.14
Veal carcasses, good grade	15.64	16.54	16.00	17.49	18.06	17.97

HOGS, PORK AND PORK PRODUCTS.

	3-yr. avg.	1924.	1925.		1924.	1925.
Inspected slaughter, hogs	3,732,814	4,073,248	3,096,716	17,223,180	19,527,152	16,761,618
Carcasses condemned	14,881	16,410	12,604	67,864	77,413	61,960
Average live weight, lbs.	225.74	223.67	224.09	221.06	221.06	218.01
Average dressed weight, lbs.	173.15	170.31	171.73	172.54	168.71	165.32
Total dressed weight (carcass, not including condemned):	644,009,700	690,514,396	519,330,754	2,958,305,762	3,277,054,280	2,741,305,396
Lard per 100 pounds live weight, lbs.	17.39	17.82	15.59	17.15	17.53	15.82
Storage:						
Beginning of month—						
Fresh pork, lbs.	171,721,000	227,284,000	218,508,000	130,118,000	219,384,000	194,877,000
Cured pork, lbs.	624,380,000	705,124,000	611,049,000	558,775,000	650,679,000	585,390,000
Lard, lbs.	70,499,000	85,722,000	150,182,000	62,066,000	84,450,000	118,968,000
End of month—						
Fresh pork, lbs.	177,633,000	215,707,000	201,246,000	133,587,000	220,646,000	212,820,000
Cured pork, lbs.	636,582,000	682,565,000	612,043,000	597,133,000	678,282,000	608,486,000
Lard, lbs.	94,541,000	102,317,000	151,499,000	73,497,000	77,695,000	141,554,000
Exports: ³						
Fresh pork, lbs.	2,369,331	1,982,721	1,879,495	12,169,130	15,021,596	10,896,672
Cured pork, lbs.	55,771,750	59,877,155	35,121,077	265,484,491	295,263,237	209,914,616
Canned pork, lbs.	249,695	362,039	196,962	909,427	1,200,472	1,484,012
Sausage, lbs.	912,416	1,155,381	1,353,412	3,498,946	4,459,524	5,026,773
Lard, lbs.	69,260,001	75,345,220	46,617,919	328,738,495	416,853,205	282,294,773
Imports: Fresh pork, lbs.	116,463	127,478	132,532	28,398	508,014	217,294
Receipts of hogs ⁴	3,919,301	4,373,505	8,246,740	18,008,503	20,764,291	17,437,235
Stocker and feeder shipments ⁴	63,070	67,105	40,941	233,142	205,777	205,742
Hogs on farms January 1	66,130,000	54,234,000				
Prices per 100 pounds:						
Average cost for slaughter	8.55	7.24	12.45	8.31	7.15	11.71
At Chicago—						
Lambs, 64 pounds down, medium-prime	14.81	15.63	14.62	14.08	14.58	16.18
Sheep, medium to choice	9.12	9.84	8.68	8.85	8.82	70.34
At eastern markets—						
Lamb carcasses, good grade	26.89	28.05	28.64	25.33	25.16	25.87
Meat carcasses, good grade	18.68	20.03	16.38	16.84	18.29	16.30

¹ 1922, 1923, and 1924.

² Average, not total.

³ Including reexports.

⁴ Public stockyards.

⁵ Price for 1925 is for loins, 10-15 lbs.

TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW—A moderate trade but a firm market were the features again this week. Buyers and sellers were apart in their ideas, but on the whole offerings were limited, and many in the trade say that stocks are not pressing, and are light.

Reports of sales of extra at nine cents f.o.b. were followed by sales at 9½c, New York, but the trade was in small quantities. It was said that the market is in a position where it would respond readily to any improvement in the soap trade.

Another feature that is attracting attention is the annual marketing of grass-fed cattle, which it is said produce less tallow than grain-fed cattle. At New York extra loose was quoted 8½@9c; extra 9@9½c, and edible nominally 10½c.

At Chicago trade was moderate and scattered, with the undertone firm, with edible 10½@11c; city fancy, 9½c paid, 10c asked; prime packer, 9½c last paid and asked; No. 1 quoted 8½@9c; No. 2, 8½@8½c; country prime, 9½c asked.

At the London auction on Wednesday, June 24th, some 1,106 casks were offered of which 309 sold at prices unchanged to a shilling lower than the previous week; mutton quoted at 45s 6d@47s; beef, 45s 6d@47s; and good mixers at 45s 6d.

At Liverpool Australian tallow was unchanged to 6d lower for the week with fine quoted at 45s 9d and good mixed at 45s 3d.

STEARINE—Operations were on a small scale, and the market maintained a firm undertone with oleo New York quoted 13c, and with oleo Chicago firm at 13c last paid.

OLEO OIL—The market was quiet but very steady with a limited domestic demand, and dullness in foreign interest. At New York extra was quoted at 13½c; medium, 12½c and lower grades at 12½c, with offerings light and firmly held.

At Chicago extra was quoted at 13@13½c.

SEE PAGE 35 FOR LATER MARKETS.

LARD OIL—A fair demand but in small lots was in evidence and the market maintained a steady undertone. At New York edible quoted at 19½c; extra winter, 16½c; extra, 13½c; extra No. 1 at 12½c; No. 1 at 12½c, and No. 2 at 12½c.

NEATSFOOT OIL—The market was steady and unchanged with demand limited to routine business. At New York pure quoted 14½c; extra, 12½c; No. 1 at 12½c and cold test 17½@17½c.

GREASES—While a limited volume of buying interest has featured the market, and consumers are interested at concessions, sellers are firm in their offers, and the market had a firm undertone, influenced somewhat by the better tone in tallow.

At New York yellow was quoted at 8½@8½c; choice house, 8½@8½c; A white, 9c; B white, 8½c; and choice white around 12½c.

At Chicago choice white grease was firm with 13c paid in tiers, delivered the seaboard. Loose listed at 11½c f.o.b. plant. A white, 9½c paid; B white, 9@9½c asked; yellow, 8½c paid for good quality and nine cents asked; house quoted, 8½@8½c; brown, 8½@8½c paid.

LARD AND GREASE EXPORTS.

Exports of lard from New York, June 1 to June 24, were 28,400,979 lbs.; tallow none; grease, 1,983,200 lbs.; stearine, 72,400 lbs.

Packinghouse By-Products

Blood.

Exceptionally small supplies for this time of the season caused prices to advance sharply this week. Recent sales at \$4 for high grade ground, although producers are now asking \$4.60, while unground is held at \$4.50.

Unit ammonia.
Ground \$4.50@4.60
Crushed and unground 4.35@4.45

Digester Hog Tankage Materials.

Sensational advance in prices for all grades was experienced this week, brought about by very small supplies for this time of the season and a boost of \$5 per ton in digester hog tankage. High grade unground which sold not long ago at \$3.25 brought \$4 this week, and bulk sales were at that figure down to \$3.50, less desirable grades at around \$3.25. However, producers of the better grades of high grade are now demanding as high as \$4.50.

Unit ammonia.
Ground 10 to 12%, ammonia \$4.25@4.50
Unground, 11 to 13%, ammonia 4.25@4.40
Unground, 7 to 10%, ammonia 3.75@4.15

Fertilizer Tankage Materials.

High grade ground sold recently at \$3.10 and sellers now have ideas of \$3.40, while lower grade ground went at \$3 to \$3.20. High grade unground is being priced up to \$3.25 and low to medium grades went at \$2.60 to \$2.85. These quotations are in striking contrast to those of a few weeks ago of \$2.25@2.75 for low unground to high grade ground.

Unit ammonia.
High grade, ground, 10-12%, ammonia \$3.25@3.40
Lower grade, ground, 6-9%, ammonia 2.90@3.15
Medium to high grade, unground 2.90@3.25
Lower grade, unground 2.60@2.80
Hoof meal 3.65@3.75
Grinding hoofs, pig toes, dry 30.00@40.00

Bone Meals.

With fertilizer and mineral feed manufacturers eager for supplies, prices made a sharp advance recently. If values increase much more, it will be possible to ship goodly quantities of foreign raw and steamed bone meal into this country.

Per ton.
Raw bone meal \$32.00@36.00
Steam, ground 28.00@30.00
Steam, unground 24.00@26.00

Cracklings.

Country soft pressed pork sold up to \$75 per ton and hard pressed beef up to \$85 per unit protein. However, prices out this way are not high enough to permit shipments of Eastern productions in this direction.

Per ton.
Pork, according to grease and quality \$80.00@75.00
Beef, according to grease and quality 40.00@55.00

Bones, Horns and Hoofs.

From the manufacturing standpoint the market continues in dull, draggy condition owing to the domestic and foreign demand being at a standstill. Unassorted hoofs sold up to \$40 and pig toes to \$30. Small packer shin bones were offered at \$45, while best bids were \$40.

Per ton.
Horns, unassorted \$75.00@200.00
Culls 34.00@36.00
Hoofs, unassorted 38.00@40.00
Round shin bones, unassorted 40.00@42.00
Flat shin bones, unassorted 38.00@40.00
Thigh bones, unassorted 38.00@40.00

(NOTE.—Foregoing prices are for mixed carloads of materials indicated above.)

Glue and Gelatin Stock.

There is fairly good demand for calf stock at \$29.50, kip stock at \$24.50 and hide trimmings at \$19.50 per ton basis Chicago freight. Sinews and pizzles are

in very dull demand at around \$18.50. Sellers and buyers of edible pig skin strips are too far apart to admit of much business. Cattle jaw, skull and knuckle bones sold up to \$30, with junks at \$24.

Per ton.

Calf stock	\$29.00	30.00
Edible pig skin strips	25.00@26.00	31.00
Rejected manufacturing bones	35.00	40.00
Horn pits	25.00	30.00
Cattle jaws, skulls and knuckles	28.00@29.00	30.00
Junk and hotel kitchen bones	24.00@25.00	25.00
Sinews, pizzles and hide trimmings	18.00@19.00	20.00

Animal Hair.

Prices climbed so high that some of the leading buyers withdrew from the market, and to make matters worse the spinners at Chicago are still out on a strike. However, coil dried winter is held as high as 5c per lb. and summer at 3½c, processed summer at 8c and processed winter at 11c, dyed summer at 11c and dyed winter at 12c. There is outlet for cattle switches at 3c to 4c, according to take-off and count, with stumps and burries out.

Coil, dried lb.	3½@4½
Processed, lb.	8@11
Dyed	9@12
Cattle switches (110 to 100) each	3½@4
Horse tails, each	50@55
Horse mane hair, green, lb.	12@13
Unwashed dry horse mane hair, lb.	9@10
Pulled horse tail hair, lb.	55@70

Pig Skin Strips.

So far as the tanners are concerned the market is very quiet. Small packer take-off, l.c.l. shipments, are wanted at 5c per lb. and big packer take-off around 6½c, these being strictly No. 1 grades.

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, June 24, 1925.—Local producers have received numerous inquiries for tankage this week, but very little business has resulted thus far, as buyers are inclined to hesitate about paying present asking prices. However, stocks are very light, therefore sellers are holding prices firm.

The fertilizer trade in general shows a little more activity, especially with reference to certain materials. Very little business is being done by nitrate of soda importers because the fertilizer manufacturers have quite generally assumed a waiting attitude on account of the prices asked for this material.

CANADIAN LIVESTOCK IN MAY.

Summary of top prices for livestock at leading Canadian centers for the month of May, 1925, with comparisons:

BUTCHER STEERS.

1000-1200 lbs.

	May, '25	May, '24	April, '25
Toronto	\$ 8.25	\$ 4.40	\$ 8.50
Montreal (W.)	8.85	8.80	8.50
Montreal (E.)	8.85	8.90	8.50
Winnipeg	7.75	7.25	8.00
Calgary	7.75	7.65	7.75
Edmonton	8.00	8.50	7.50

VEAL CALVES.

Toronto	\$11.00	\$12.00	\$13.25
Montreal (W.)	9.00	8.00	8.00
Montreal (E.)	9.00	8.90	8.00
Winnipeg	10.00	11.00	12.00
Calgary	10.00	8.80	9.25
Edmonton	9.00	8.00	10.00

SELECT BACON HOGS.

Toronto	14.87	9.20	15.52
Montreal (W.)	13.75	8.75	14.50
Montreal (E.)	13.75	8.75	14.50
Winnipeg	13.08	7.81	14.02
Calgary	12.76	7.53	14.30
Edmonton	12.75	7.40	13.75

GOOD LAMBS.

Toronto	*15.00	10.00	*17.00
Montreal (W.)	*10.35	20.00	*12.00
Montreal (E.)	*10.35	20.00	*12.00
Winnipeg	15.00	16.50	13.50
Calgary	13.00	15.00	13.75
Edmonton	13.50	13.00	14.50

*Per head.

THE BLANTON COMPANY

St. Louis,
U. S. A.



Refiners of

White Butter Oil--Yellow Cooking Oil--Salad Oil--Peanut Oil

Manufacturers of

Shortening and Margarine

Selling Agencies at

New York

Philadelphia

Pittsburgh

Memphis

YOPP'S CODE, Eighth Edition

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, June 25, 1925, as follows:

Fresh Beef—

STEERS:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Choice	\$17.00 @ 14.50	\$18.00 @ 18.50	\$18.00 @ 19.00	\$18.00 @ 19.00
Good	15.50 @ 17.00	17.00 @ 18.00	16.50 @ 18.00	17.00 @ 18.00
Medium	12.00 @ 14.50	15.00 @ 17.00	14.50 @ 16.50	15.00 @ 16.50
Common	9.00 @ 11.00	.....	11.00 @ 14.00	10.00 @ 14.00

COWS:

Good	12.50 @ 14.50	14.50 @ 15.00	13.50 @ 15.00	13.50 @ 14.50
Medium	9.00 @ 11.00	13.00 @ 14.00	11.50 @ 13.50	11.50 @ 12.50
Common	7.00 @ 8.00	10.00 @ 13.00	9.50 @ 11.50	9.00 @ 11.00

BULLS:

Good	8.00 @ 8.50	.....	.....	.....
Medium	7.50 @ 8.50	.....	8.50 @ 9.00	.....
Common	.....	.....	.....	.....

***Fresh Veal—**

Choice	17.00 @ 18.00	.....	19.00 @ 21.00	18.00 @ 20.00
Good	14.00 @ 16.00	15.00 @ 17.00	16.00 @ 19.00	16.00 @ 15.00
Medium	11.00 @ 13.00	11.00 @ 14.00	14.00 @ 16.00	13.00 @ 15.00
Common	8.00 @ 11.00	9.00 @ 11.00	10.00 @ 14.00	9.00 @ 12.00

Fresh Lamb and Mutton—

LAMB:	30.00 @ 32.00	30.00 @ 31.00	30.00 @ 32.00	31.00 @ 33.00
Choice	28.00 @ 30.00	28.00 @ 30.00	27.00 @ 30.00	29.00 @ 31.00
Good	23.00 @ 27.00	26.00 @ 28.00	24.00 @ 27.00	26.00 @ 28.00
Medium	20.00 @ 23.00	22.00 @ 25.00	23.00 @ 24.00	.....

YEARLINGS:

Good	.....	.....	.....	.....
Medium	.....	.....	.....	.....
Common	.....	.....	.....	.....

MUTTON:

Good	12.00 @ 15.00	13.00 @ 15.00	15.00 @ 17.00	18.00 @ 19.00
Medium	10.00 @ 12.00	11.00 @ 13.00	12.00 @ 15.00	16.00 @ 17.00
Common	8.00 @ 10.00	8.00 @ 10.00	10.00 @ 12.00	.....

Fresh Pork Cuts—

LOINS:	23.00 @ 25.00	23.00 @ 24.00	23.00 @ 25.00	23.00 @ 26.00
8-10 lb. average	22.00 @ 23.00	23.00 @ 24.00	22.00 @ 24.00	22.00 @ 25.00
10-12 lb. average	20.00 @ 22.00	21.00 @ 23.00	20.00 @ 23.00	20.00 @ 23.00
12-15 lb. average	19.00 @ 20.00	18.00 @ 20.00	19.00 @ 21.00	19.00 @ 20.00
15-18 lb. average	17.00 @ 19.00	16.00 @ 18.00	17.00 @ 19.00	18.00 @ 19.00

SHOULDERS:

Skinned	15.50 @ 16.50	15.00 @ 17.00	16.50 @ 17.50
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PICNICS:

4-6 lb. average	14.00 @ 15.00	16.50 @ 17.00	15.50 @ 16.00
6-8 lb. average	16.50 @ 17.00	14.50 @ 15.00

BUTTS:

Boston style	20.00 @ 22.00	19.00 @ 21.00	20.00 @ 22.00
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* Veal prices include "skin on" at Chicago and New York.

TRADE GLEANINGS.

The abattoir belonging to Drakeley & Thompson, near Atwater, Calif., was recently destroyed by fire. Loss was \$7,000.

Gulfport Fertilizer Company has been incorporated in Gulfport, Miss., with a capital stock of \$100,000 by R. G. Fuller and J. B. Perry.

Slaton Cottonseed Oil Mill Company has been incorporated in Slaton, Tex., with a capital stock of \$75,000 by C. E. Dean and A. L. Robertson.

The fertilizer building of the Western Packing and Provision Company, Chicago, was recently destroyed by fire. Loss was said to be around \$40,000.

Swift & Company has let contract for a five-story wholesale market to be erected at 60 North Market street, Boston, Mass., at a cost of around \$200,000.

The Sioux City, Ia., plant of the Cudahy Packing Co., is erecting a \$20,000 brick warehouse which will be used to store material used in making the company's packing boxes.

Fire recently destroyed a two-story storage building at the Kingan & Co. packing plant in Indianapolis, Ind. Flames were confined to this building, loss being estimated at \$40,000. Operations were not interfered with.

Fire recently swept four San Francisco, Calif., packing plants, causing damage estimated at a total of \$1,150,000. Loss was divided as follows: Miller & Lux, Inc., \$350,000; Levy Packing Co., \$300,000; H. Moffatt Co., \$250,000; J. G. Johnson Co., \$250,000. Plans are being made for early rebuilding.

June 27, 1925.

THE NATIONAL PROVISIONER

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VEGETABLE OILS

WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

Trade Moderate—Market Easier—Cash Trade Fair—Crude Nominal—Lard Easier—Government Report a Standoff.

Operations in the cottonseed oil futures market the past week were again on a rather moderate scale, and the market was somewhat weaker, due in a large measure to the persistent liquidation in July, and the transferring of July to later positions.

Sentiment and conditions were mixed, but the steady pressure on the nearby's readily satisfied the demand for July, and the relative weakness in that position, which at one time went to .60 under September, a profitable carrying differential, more than offset all other considerations, as it was evident that the liquidation had not been thoroughly completed as yet.

Sentiment More Bearish.

At times there was substantial buying by influential local handlers, and by refiners in the July delivery, against which September was sold, but even this buying failed to stem the tide. As a result, sentiment grew more bearish, as cash demand was rather moderate from day to day, and the droughty conditions in Texas were partly offset by favorable conditions in other parts of the belt.

The lard market was under pressure of realizing, and a limited cash trade, and was not showing the stubbornness to pressure so much in evidence for some weeks past. The delay in the issuance of the Government report until Wednesday had an unsettling influence on the market and brought about considerable evening up prior to the report, as a general belief overspread the trade that some revision would be made in the figures recently issued, but the general anticipations were that the report would make a favorable showing.

May Consumption Heavy.

The latter proved correct, as consumption during May was indicated at 278,000 bbls. against 193,000 last month and 179,000 last year. This brought the consumption to date to 2,416,000 bbls. against 1,853,000 for the same time last year. The

visible supply was reduced 215,000 bbls. last month, but totals 1,002,000 bbls. against 651,000 last year, and these liberal visible stocks tended to offset the favorable disappearance of refined oil during May.

In some quarters the actual disappearance in all positions was figured at about 215,000 bbls. during May, and naturally led to the asking by some in the trade where the other 60,000 bbls. went to, creating a feeling that this represented a revision in the recent reports.

In some quarters a good cash business was reported, and in other quarters a moderate to slow trade. On the whole business appeared to be fairly good, and from one important quarter came an estimate that from 25 to 50 per cent of the refiners' holdings at present are sold, and awaiting shipment.

The extent of the cash demand during the balance of June and the month of July is extremely important, as with about five or six weeks remaining of the old season, there is a visible stocks of slightly over a million barrels with prospects of 80,000 bbls. more arriving, in the shape of seed, so that if one allows, at the outside, 500- to 600,000 bbls. consumption during June and July, the indicated carry-over would be 500,000 bbls. or so.

Estimating Oil Carry-over.

On the other hand, those looking at the market from this time until new oil moves freely, figure that the stocks allow a consumption of 250,000 bbls. a month for June, July, August and September, which if materialized would bring the market to the free new crop movement, bare of old oil supplies.

It has frequently been called to attention of late that consumption of oil during the in-between seasons the past few years has been curtailed by lack of sufficient stocks to satisfy the demand, and it is on this feature and on the six cent discount under lard that the leading longs are basing their ideas of a large cash demand, and ultimate thorough distribution of old oil before new oil begins to press on the market.

The July situation is not over as yet. Saturday, June 27th, is first delivery day, and it is believed that the July will not go out except in a fighting position. It is reported that about 20,000 bbls. are being certificated for delivery, and possibly will be tendered on July contracts, but a great deal of this oil was certificated

in May, and then not delivered on the market.

It is estimated that two local houses intend taking delivery of 5,000 bbls. each, while two refiners, it is estimated, will stop 5,000 bbls. between them, and it has been said that the packers will take in some July oil. The deliveries from all indications will come from the larger refiner and compound manufacturer, while from all indications the speculative trade will have been pretty well evened up by the first tender day.

Big Interest in September Delivery.

There is an enormous interest in the September delivery, largely speculative, and in that position a great deal will depend on how much of the store stock here the Maine fish-packing industry will absorb, while another important factor in the September position is to what extent refiners will be forced to lift hedges against cash business between now and the end of September.

The Government report, in detail is as follows:

COTTONSEED.		
1924-25	1923-24	
Stock August 1, tons.....	22,000	22,000
Received at mills, 10 months.....	4,554,000	3,287,000
Crushed same time.....	4,514,000	3,226,000
On hand, May 31st.....	53,000	60,000

CRUDE OIL.		
Stock August 1, lbs.....	4,083,000	5,103,000
Produced 10 months.....	1,371,356,000	953,867,000
Shipped out same time.....	1,339,104,000	916,647,000
Stock May 31st.....	44,247,000	52,130,000

REFINED OIL.		
Stock August 1, lbs.....	109,800,000	138,112,000
Produced 10 months.....	1,205,783,000	798,033,000
Stock May 31st.....	346,034,000	195,010,000
Crude oil exports, ten months, pounds.....	21,618,000	22,910,000
Refined oil exports, ten months, pounds.....	24,385,000	18,310,000

REFINED COTTONOIL CONSUMPTION.		
1924-25	1923-24	
Stocks July 31st, lbs.....	106,800,000	138,112,000
Produced ten months.....	1,205,783,000	798,033,000
Total supply.....	1,312,583,000	936,145,000
Stock May 31st.....	346,034,000	165,010,000
Consumed: domestic - export ten months.....	966,549,000	741,135,000
Equal in barrels.....	2,416,000	1,833,000

The total disappearance for the month was apparently 278,000 bbls., against 193,000 bbls. the previous month and 179,000 bbls. last year. The visible supply of oil and seed was equal to 1,002,000 bbls. against 1,217,000 bbls. the previous month and 651,000 bbls. last year.

The visible supply decreased 215,000 bbls. for the month against a decrease of 139,000 bbls. in May last year.

The visible supply is figured on 300 lbs.

ASPEGREN & CO., Inc.

Distributors



Produce Exchange Bldg.

1925

Selling Agents for

The Portmouth Cotton Oil Refining Corp., Portsmouth, Va.



The Gulf & Valley Cotton Oil Co., Ltd., New Orleans La.

NEW YORK CITY



Agents in Principal Eastern Cities

of crude per ton of seed and 9 per cent refining loss.

COTTONSEED OIL—Market transactions:

Friday, June 19, 1925.

	Range	Closing		
Sales.	High.	Low.	Bid.	Asked.
Spot		1060	a	1100
June		1085	a	1100
July	2600	1087	1078	1085 a 1086
Aug.		1110	a	1120
Sept.	1600	1130	1123	1128 a 1130
Oct.	700	1119	1111	1117 a 1122
Nov.		1065	a	1085
Dec.	300	1065	1063	1064 a 1070
Jan.	400	1065	1065	1069 a 1070
Total sales, including switches, 9,200 P.				
Crude, S. E. nom.				

Saturday, June 20, 1925.

	Range	Closing		
Sales.	High.	Low.	Bid.	Asked.
Spot		1075	a	1125
June		1050	a	...
July	3900	1089	1083	1088 a 1089
Aug.	800	1121	1121	1122 a 1126
Sept.	1800	1133	1131	1132 a 1133
Oct.	2400	1129	1125	1128 a 1129
Nov.		1070	a	1085
Dec.		1065	a	1072
Jan.	200	1070	1070	1070 a 1075
Total sales, including switches, 16,100				
P. Crude, S. E. nom.				

Monday, June 23, 1925.

	Range	Closing		
Sales.	High.	Low.	Bid.	Asked.
Spot		1075	a	1125
June		1076	a	1125
July	7800	1085	1076	1076 a 1077
Aug.		1112	a	1118
Sept.	5400	1131	1129	1128 a 1130
Oct.	2200	1131	1124	1124 a 1126
Nov.	200	1075	1075	1070 a 1085
Dec.		1065	a	1072
Jan.		1065	a	1073
Total sales, including switches, 28,600				
P. Crude S. E. nom.				

Tuesday, June 23, 1925.

	Range	Closing		
Sales.	High.	Low.	Bid.	Asked.
Spot		1075	a	1100
June		1080	a	1090
July	6700	1085	1076	1076 a 1078
Aug.	100	1123	1123	1108 a 1112
Sept.	1200	1137	1128	1128 a 1129
Oct.	1400	1135	1124	1122 a 1125
Nov.		1070	a	1080
Dec.	1800	1078	1073	1072 a 1073
Jan.	1500	1080	1073	1072 a 1074

THE EDWARD FLASH CO.

29 BROADWAY
NEW YORK CITY

**BROKERS EXCLUSIVELY
VEGETABLES OILS**

In Barrels or Tanks

Hardened Edible Cocoanut Oil

COTTON OIL FUTURES

On the New York Produce Exchange

The Procter & Gamble Co. Refiners of all Grades of COTTONSEED OIL

Puritan, Winter Pressed Salad Oil

White Clover Cooking Oil
Marigold Cooking Oil
Jersey Butter Oil

Moonstar Cocoanut Oil
P&G Special (Hardened) Cocoanut Oil

IVORYDALE, OHIO
PORT IVORY, N. Y.

KANSAS CITY, KAN.

MACON, GA.

DALLAS, TEXAS

HAMILTON, CANADA

General Offices:

CINCINNATI, OHIO

Cable Address: "Procter"

APRIL BY-PRODUCTS YIELDS

The estimated average yield and production of animal by-products from slaughter under Federal inspection for April, 1925, is reported by the U. S. Dept. of Agriculture, with comparisons, as follows:

	Production				
	Average weight per animal	Per cent of live weight	Apr. 1, to Mar. 31	Apr. 1, to Mar. 31	Apr. 1, to Mar. 31
	Apr. 1, 1924 to Mar. 31, 1925	Apr. 1, 1924 to Mar. 31, 1925	1921-1924	1924	1925
Edible beef fat ¹	36.78	41.08	3.86	4.21	353,430
Edible beef offal	27.05	28.58	2.84	2.96	259,872
Cattle hides	60.00	64.58	6.80	6.64	68,755
Edible calf fat ¹	1.31	0.61	0.44	0.63	5,776
Edible calf offal	6.47	5.87	5.64	4.63	32,702
Lard ²	35.33	35.07	16.00	15.59	1,800,260
Edible hog offal	4.99	5.20	2.36	2.31	254,579
Pork trimmings	10.39	11.19	4.72	4.97	534,490
Inedible grease ³	2.92	3.00	1.82	1.33	149,556
Sheep edible fat ¹	2.22	2.73	2.75	3.23	26,450
Sheep edible offal ²	1.59	1.74	1.97	2.06	18,068
¹ Unrendered. ² Rendered. ³ Lard.					
Total sales, including switches, 17,300					
F. Crude, S. E. nom.					

Wednesday, June 24, 1925.

	Range	Closing		
Sales.	High.	Low.	Bid.	Asked.
Spot		1060	a	...
June		1060	a	...
July	11100	1090	1067	1068 a 1070
Aug.	1900	1116	1095	1097 a 1098
Sept.	7400	1142	1118	1118 a 1121
Oct.	1700	1140	1125	1107 a 1115
Nov.	400	1077	1077	1077 a 1078
Dec.	800	1083	1072	1070 a 1080
Jan.	500	1080	1080	1070 a 1076
Total sales, including switches, 34,600				
P. Crude S. E. nom.				

Thursday, June 25, 1925.

	Range	Closing		
Sales.	High.	Low.	Bid.	Asked.
Spot		1050	a	1100
June		1050	a	1100
July	1070	1060	1060	1061
August	1093	1092	1092	1093
September	1124	1118	1122	1124
October	1120	1110	1118	1119
November		1065	a	1075
December	1067	1065	1065	1070
January		1070	1068	1065 a 1069

SEE PAGE 35 FOR LATER MARKETS.

COCOANUT OIL—A fair inquiry and a very steady undertone with holders firm in their ideas owing to the better feeling in tallow, were the past week's features. Eastern demand reported slow, but on the other hand sellers' tanks were scarce for nearby delivery.

At New York Ceylon bbls. quoted 10 1/4c; tanks, 9 1/2c; tanks, Pacific coast, 8 1/2c; Cochin bbls., New York, 11 1/2c; 11 1/4c; edible bbls. New York, 12c.

SOYA BEAN OIL—The market continued in a firm position owing to limited supplies and a fair demand. Sellers' tanks f.o.b. the Pacific coast reported to have sold at 11c.

At New York Crude bbls. quoted 12 1/4c; tanks nominal; tanks Pacific coast 11c.

CORN OIL—While the market was steady, the easier tone in cotton oil tended to restrict demand for corn oil. Sentiment was mixed and the market lacking any particular feature.

At New York crude was nominal; refined barrels, 12 1/2c; cases, \$13.88 and buy-

ers' tanks, f.o.b. mills, quoted 9 1/4c.

PALM OIL—Continued strength in the foreign markets, and a higher range in tallow made for further strength in palm oil. Offerings were limited, as spot stocks are scarce and foreign advices indicated that deliveries of new crop oil are late.

At New York Lagos spot quoted 9 1/4c; shipment, 9 1/2c; Niger spot, 9 1/4c; shipment, July to September, 9c.

PALM KERNEL OIL—The market was steady with trade routine and imported New York quoted 10@10 1/4c.

SESAME OIL—Lack of interest con-

tinued to feature this market, and the situation was purely nominal.

COTTONSEED OIL—Demand fair; supplies liberal and prices rather steady. At New York refined barrels quoted 12 1/2c; valley crude, 9 1/4c asked; Southeast and Texas crude nominal.

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CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, June 23, 1925.—Latest quotations on chemicals and soapmaker's supplies:

Seventy-six per cent caustic soda, \$3.76 @3.91 per cwt.; 98 per cent powdered caustic soda, \$4.16 @4.56 per cwt.; 58 per cent carbonate of soda, \$2.04 @2.44 per cwt.

Clarified palm oil in casks 2,000 lbs., 93 1/2@9 1/2c lb.; olive oil foots, 8 1/2@9 1/2c lb.; East India Cochin cocoanut oil, 15 1/2c lb.; Cochineal grade cocoanut oil, domestic, 11 1/2@11 1/4c lb.; Ceylon grade cocoanut oil, 11@11 1/4c lb.

Prime summer yellow cottonseed oil, 12 1/4@12 1/2c lb.; soya bean oil, 13 1/4c lb.; red oil, 11 1/2@12c lb.

Extra tallow, f.o.b. seller's plant, 9c lb.; dynamite glycerine, nominal, 18 1/4c lb.; saponified glycerine, nominal, 13 1/4c lb.; crude soap glycerine, nominal, 12 1/4c lb.; chemically pure glycerine, nominal, 18 1/2c lb.; prime packers grease, nominal, 8 1/2@8 1/4c lb.

SOUTHERN MARKETS.

Memphis.

(Special Wire to The National Provisioner.) Memphis, Tenn., June 25, 1925.—Nine and one-half cents bid Valley with mills which have cottonseed oil inclined to hold; 41 per cent meal nominally \$40.00 Memphis; loose hulls, \$7.25.

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MAY MARGARINE PRODUCTION.

Production of colored and uncolored margarine for May, 1925, with comparisons, is indicated as follows by sales of revenue stamps and reported by the U. S. Treasury Department.

May, 1925 May, 1924

Margarine, uncolored, lbs....17,785,200 16,732,600

Margarine, colored, lbs.... 756,328 760,506

COTTONSEED OIL EXPORTS.

Exports of cottonseed oil from New York, June 1 to June 24, 200 bbls.

June 27, 1925.

THE NATIONAL PROVISIONER

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THE WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS.

Provisions.

Provisions were rather steady with mixed trade; packers' support checking declines. Domestic cash trade good, hog receipts moderate, prices firm. Government estimates an approximate decrease of 20 per cent in number of sows farrowing in eleven Corn Belt states in the spring of 1925 as compared to last year. Number of sows bred for fall farrowing, 98 per cent of last year. (The June 1 pig survey in full will be found on page 23.)

Cottonseed Oil.

Market active and easy on account of the heavy July liquidation prior to tender day. July went to .65 under September; distant months strong but lack pressure of commission house buying. Cash trade moderate. Crude oil nominal, expecting 10,000 to 15,000 tenders Saturday. The Government estimate of a 20 per cent decrease in sows farrowing in Corn Belt states regarded as bullish for cottonoil.

Quotations on cottonseed oil at Friday noon were: June, \$10.50; July, \$10.60@

August, \$11.00@11.01; September,

October, \$11.00@11.01; November,

\$11.24@11.26; December, \$10.70@

10.75; January, \$10.75@10.80.

Tallow.

Tallow, extra, 9½@9¾c.

Oleo Oil and Stearine.

Stearine, oleo, 13¾c bid.

FRIDAY'S GENERAL MARKETS.

New York, June 26, 1925.—Spot lard at New York, prime western, \$17.70@17.80; middle western, \$17.50@17.60; city, \$17.25; refined continent, \$18.25; South American, \$19.00; Brazil kegs, \$20.00; compound \$12.75@13.00.

Liverpool Provision Markets.

Liverpool, June 26, 1925.—(By Cable.)—Shoulders, squares, 81s; picnics, none; hams, long cut, none; hams, American cut, 122s; bacon, Cumberland cut, 105s; short backs, 101s; bellies, clear, 117s; Wiltshires, 103s; Canadian, 108s; spot lard, 87s.

Hull Oil Market.

Hull, England, June 26, 1925.—(By Cable.)—Refined cottonseed oil, 45s; crude cottonseed oil, 41s 3d.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to June 26, 1925, show exports from that country were as follows: To England, 103,151 quarters; to the continent, 26,584 quarters, to other ports, none.

Exports of the previous week were: To England, 123,629 quarters; to the continent, 104,718 quarters, to other ports, none.

BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughters under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending June 20, 1925, with comparisons:

Western dressed meats:	Week ending June 20.	Prev. week.	Cor. week 1924.
Steers, carcasses	1,900	2,324	2,958
Cows, carcasses	921	1,155	969
Bulls, carcasses	36	45	42
Veals, carcasses	1,844	1,790	900
Lambs, carcasses	12,480	11,021	13,044
Mutton, carcasses	327	485	859
Pork, lbs.	468,841	530,878	548,676

Local slaughters:

Cattle	965	1,203	1,557
Calves	2,330	2,740	2,626
Hogs	18,023	16,535	16,749
Sheep	4,873	7,160	4,733

NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending June 20, 1925, with comparisons as follows:

Western dressed meats:	Week ending June 20.	Prev. week.	Cor. week 1924.
Steers, carcasses	7,634	7,823	10,712
Cows, carcasses	482	501	1,072
Bulls, carcasses	174	181	215
Veals, carcasses	12,506	13,410	18,032
Hogs and pigs			12
Lambs, carcasses	21,191	21,667	23,706
Mutton, carcasses	3,142	4,407	6,967
Beef cuts, lbs.	234,183	459,618	276,590
Pork cuts, lbs.	759,908	677,503	1,110,683

RECEIPTS AT CENTERS.

SATURDAY, JUNE 20, 1925.

	Cattle.	Hogs.	Sheep.
Chicago	500	5,000	5,000
Kansas City	100	3,000	1,000
Omaha	100	11,500	...
St. Louis	300	4,000	300
St. Joseph	300	4,500	500
St. Paul	200	900	200
Oklahoma City	100	300	...
Fort Worth	600	200	200
Milwaukee	100	100	...
Denver	100	400	1,500
Wichita	100	200	...
Indianapolis	200	4,000	200
Pittsburgh	100	1,000	100
Cincinnati	100	1,500	2,800
Buffalo	100	1,000	100
Cleveland	200	1,500	500
Nashville, Tenn.	100	300	500
Toronto	1,000	300	100

MONDAY, JUNE 22, 1925.

	Cattle.	Hogs.	Sheep.
Chicago	15,000	49,000	11,000
Kansas City	15,000	10,000	7,000
Omaha	9,300	16,000	8,500
St. Louis	6,500	9,000	5,500
St. Joseph	2,400	6,000	3,500
Sioux City	2,800	8,000	300
St. Paul	3,000	15,000	300
Oklahoma City	1,500	1,100	...
Fort Worth	4,700	500	300
Milwaukee	100	500	...
Denver	1,500	1,200	300
Louisville	600	1,100	2,000
Wichita	1,400	1,000	100
Indianapolis	700	4,500	100
Pittsburgh	1,500	3,500	1,000
Cincinnati	1,400	3,800	1,700
Buffalo	2,500	8,000	1,500
Cleveland	1,100	3,000	1,500
Nashville, Tenn.	100	900	1,000
Toronto	4,100	1,500	500

TUESDAY, JUNE 23, 1925.

	Cattle.	Hogs.	Sheep.
Chicago	8,000	22,000	10,000
Kansas City	6,000	9,000	6,000
Omaha	6,000	17,500	7,000
St. Louis	6,500	11,500	4,500
St. Joseph	1,700	4,500	3,600
Sioux City	1,700	11,500	200
St. Paul	1,800	16,500	800
Oklahoma City	600	500	...
Fort Worth	2,100	800	200
Milwaukee	400	1,500	200
Denver	1,000	3,000	1,500
Louisville	200	800	4,000
Wichita	500	1,200	100
Indianapolis	1,200	8,000	700
Pittsburgh	100	500	200
Cincinnati	300	3,400	4,500
Buffalo	100	1,500	200
Cleveland	200	1,500	400
Nashville, Tenn.	100	600	1,500
Toronto	200	1,200	500

WEDNESDAY, JUNE 24, 1925.

	Cattle.	Hogs.	Sheep.
Chicago	7,000	16,000	10,000
Kansas City	7,500	5,000	5,000
Omaha	6,000	17,500	4,000
St. Louis	5,500	11,500	4,000
St. Joseph	3,000	7,000	2,000
Sioux City	2,000	12,500	200
St. Paul	1,500	700	...
Oklahoma City	4,000	500	300
Fort Worth	300	1,000	100
Milwaukee	900	500	2,500
Denver	100	800	4,000
Louisville	100	500	100
Wichita	500	1,100	100
Indianapolis	1,000	7,000	600
Pittsburgh	100	1,000	300
Cincinnati	500	4,000	3,700
Buffalo	100	1,500	300
Cleveland	300	1,500	000
Nashville, Tenn.	100	600	1,000
Toronto	600	1,800	600

THURSDAY, JUNE 25, 1925.

	Cattle.	Hogs.	Sheep.
Chicago	9,000	26,000	8,000
Kansas City	5,000	5,500	3,000
Omaha	3,000	17,500	4,500
St. Louis	2,000	9,500	2,500
St. Joseph	2,500	5,500	300
Sioux City	1,800	5,500	...
St. Paul	1,200	7,000	100
Oklahoma City	800	700	...
Fort Worth	400	1,000	1,200
Milwaukee	400	1,500	2,000
Denver	300	2,400	...
Wichita	200	400	...
Indianapolis	1,200	7,000	300
Pittsburgh	2,500	500	300
Cincinnati	700	3,200	3,400
Buffalo	200	1,300	200
Cleveland	300	1,500	800

FRIDAY, JUNE 26, 1925.

	Cattle.	Hogs.	Sheep.
Chicago	4,000	22,000	10,000
Kansas City	2,500	5,500	3,000
Omaha	1,500	14,500	6,000
St. Louis	1,200	9,500	1,800
St. Joseph	600	4,000	1,500
Sioux City	1,500	13,000	100
St. Paul	700	8,500	100
Oklahoma City	600	600	...
Fort Worth	4,500	1,000	500
Milwaukee	100	300	100
Denver	100	400	5,200
Wichita	100	800	100
Indianapolis	1,200	7,000	500
Pittsburgh	1,500	1,500	500
Cincinnati	600	5,700	9,000
Buffalo	100	2,500	1,200
Cleveland	300	2,500	800

What are the yields in cutting carcass beef, New York or Philadelphia style, compared to the Chicago method? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

LIVE STOCK MARKETS

CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, June 25, 1925.

CATTLE—Continued small receipts at constantly advancing prices suggested the end of the current crop of finished steers. Last week's upturn continued, values jumping to the year's high time and, showing activity at the advance, indicated still higher prices.

Demand for dressed beef broadened but prices in the beef failed to keep up with foot prices. The upturn on beef steers amounted to 50c@\$1.25, mostly 75c@\$1.00, heavies reflecting the most upturn.

Choice weighty steers reached \$12.60, highest since April, 1924, and with that exception the highest since October, 1923. Many heavies as well as yearlings sold as the week closed at \$11.75@12.25.

Fat cows at \$5.50@7.50 and heifers at \$8.00@10.00 comprised the bulk, choice baby beef heifers selling upward to \$12.00, a new high mark for the year. Canners and cutters and bulls advanced 15@25c, mostly 25c.

Vealers jumped \$1.00, selling at \$10.50 @11.00 mostly as the week closed.

HOGS—Price advances during the week totaled around 50c. Shippers were consistent buyers of qualified hogs, taking nearly 30,000 during the first four days. The extreme top for the week was \$13.65, while the bulk of finished hogs averaging 200 lbs. upward sold within a narrow spread on the close of \$13.50@13.60.

Grassy and plain mixed droves closed mostly at \$12.65@13.10. Slaughter pigs were scarce, bulk strongweights selling throughout the week at \$12.50@13.00.

Better weighty packing sows closed mostly at \$11.75@12.00, while thin grassy kinds sold downward from \$11.00.

SHEEP—Under the influence of small receipts coupled with an active and higher dressed market, fat lamb values advanced sharply during the week, scoring gains of 75c@\$1.00 generally. Fat sheep closed generally \$1.00 higher than a week ago, with spots on medium weight offerings as much as \$1.50 up. Best range lambs during the week scored \$16.90.

Bulk of desirable kinds for the week made \$16.60 to 16.85. Most natives for

the week scored \$15.75@16.25, with \$16.50 quite popular Thursday. Most cull natives brought \$10.50@11.50, strongweights making \$12.00. Bulk of desirable native ewes made \$6.50@7.50 during the week, and a short deck of westerns topped at \$8.00.

Texas wethers brought \$8.00 and odd lots of natives and westerns made \$9.00 @10.00.

KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Mo., June 25, 1925.

CATTLE—Any bearish effects of slightly increased receipts was more than offset by decided improvement in the dressed beef trade, together with a broad local and shipper demand and resulted in a very erratic market on steers and yearlings with prices decidedly on the upturn. Heavy grain fed steers, better grades of cake-feds and inbetween grades yearlings and medium weight steers registered upturn of 50c@\$1.00, while others showed advances of 25@50c.

Top of \$12.00 was paid for a short load of yearlings, while numerous sales were

made at \$11.00@11.75. Best medium weights cleared at \$11.50 and heavies at \$11.00. Texas cake feds sold on closing days at \$9.00@10.50, with two loads of heavies at \$11.00. Plainer cake feds cashed at \$8.00@9.25; straight grassers sold at \$6.50@7.75, with plain grades to the killers downward to \$5.50. Wintered Kansans turned at \$8.25@8.80.

Receipts included 26 loads of California steers. These turned largely at \$9.25, with one load at \$9.50 and a few loads at \$8.60 @9.00. Butcher stock advanced in sympathy with killing steers to the extent of 25@50c while canners and cutters are about steady.

Grass fat cows sold at \$4.25@6.25, and heifers at \$5.50@7.50 at the close with canners mostly \$3.25.

Bulls registered upturns of 25c and calves \$1.00@1.50. Practical veal top rested at the close at \$10.50.

HOGS—prices on hogs advanced sharply early in the week but on late days a small portion of the gain was erased. Closing values on lights and butcher hogs are 60@70c higher for the week, but generally 10c lower than the high time when choice butchers turned at \$13.55. On today's session a few loads of choice strong weights realized \$13.50, while bulk of desirable 180@300 lb. selections cashed from \$13.20@13.45.

Light lights met a broad outlet at all times and are mostly 75c higher. Pack-

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, June 25, 1925, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs (Soft or oily hogs and roasting pigs excluded):	CHICAGO.	KANSAS CITY.	OMAHA.	E. ST. LOUIS.	ST. PAUL.
BULK OF SALES.	\$13.65	\$13.50	\$18.40	\$18.70	\$13.10
Hvy. wt. (250-350 lbs.), med-ch.	12.85@13.65	13.10@13.40	12.00@13.35	13.50@13.65	12.30@13.00
Med. wt. (200-250 lbs.), med-ch.	12.85@13.60	13.05@13.45	12.90@13.40	13.55@13.70	13.10
Lt. wt. (160-200 lbs.), com-ch.	12.50@13.55	12.50@13.30	12.60@13.25	13.10@13.65	12.00@13.00
Lt. lt. (130-160 lbs.), com-ch.	11.75@13.30	12.25@13.10	12.00@13.00	12.75@13.00	12.35@13.00
Packing hogs, smooth.	11.90@12.15	11.75@12.00	11.75@12.00	11.75@12.00	12.15@12.85
Packing hogs, rough.	11.40@11.90	11.50@11.75	11.50@11.75	11.50@11.75	11.85@12.15
Sight. pigs (130 lbs. down), med-ch.	11.50@13.00	11.65@12.85	11.00@12.25	12.00@13.25	11.60@11.85
Av. cost and wt. Wed. (pigs excluded)	13.24-246 lb.	13.27-227 lb.	12.81-233 lb.	13.61-211 lb.	12.25@12.50
Slaughter Cattle and Calves:					
STEERS (1,100 LBS. UP):					
Choice and prime.	12.00@12.00	10.90@12.35	11.00@12.25	11.25@12.50	9.75@10.75
Good	11.00@12.00	10.00@11.25	10.00@11.40	10.75@11.75	10.75@11.25
Medium	9.25@11.00	8.60@10.35	8.40@10.25	9.00@11.00	8.50@ 9.85
Common	7.00@ 9.25	5.85@ 8.60	6.00@ 8.40	6.25@ 9.00	6.25@ 8.50
STEERS (1,100 LBS. DOWN):					
Choice and prime.	12.00@12.00	11.25@12.35	11.40@12.25	11.75@12.50	10.75@11.25
Good	11.00@12.00	10.45@11.25	10.25@11.40	11.00@11.75	8.25@10.00
Medium	8.75@11.00	8.50@10.35	8.40@10.40	8.75@11.00	8.00@ 8.25
Common	6.28@ 8.75	5.35@ 8.50	5.85@ 8.40	6.00@ 8.75	6.00@ 8.25
Canner and cutter.	5.00@ 6.25	3.60@ 5.35	3.75@ 5.85	4.25@ 6.00	4.25@ 6.00
LT. YRIG. STEERS AND HEIFERS:					
Good to prime (800 lbs. down)	10.75@12.40	10.00@12.15	10.00@12.00	10.50@12.00	9.00@11.25
HEIFERS:					
Good-choice (850 lbs. up)	9.35@12.00	8.00@10.75	8.75@10.75	8.25@10.25	7.75@ 9.50
Common-med. (all weights)	6.00@ 9.75	4.65@ 8.60	5.25@ 8.75	5.00@ 8.25	4.50@ 7.75
COWS:					
Good and choice.	6.85@ 9.40	5.90@ 8.15	6.00@ 8.75	6.50@ 8.00	6.25@ 7.50
Common and medium.	4.35@ 6.85	4.35@ 5.90	4.25@ 6.00	4.50@ 6.50	3.75@ 6.25
Canner and cutter.	3.00@ 4.35	2.85@ 4.35	2.75@ 4.25	2.50@ 4.50	2.50@ 3.75
BULLS:					
Good-ch. (beef yrigs. excluded)	5.60@ 7.75	5.00@ 6.50	5.00@ 6.25	5.25@ 7.00	4.75@ 6.25
Can-med. (canner and bologna)	4.00@ 5.60	3.25@ 5.00	3.25@ 5.00	3.25@ 5.25	3.50@ 4.75
CALVES:					
Med-ch. (190 lbs. down)	9.25@11.25	7.50@11.00	6.75@10.00	7.00@11.25	6.50@ 9.75
Cull-com. (190 lbs. down)	6.00@ 9.25	4.50@ 7.50	4.00@ 6.75	4.00@ 7.00	4.00@ 6.50
Med-ch. (160-200 lbs. up)	5.75@11.00	5.25@10.50	4.50@ 9.50	6.00@10.00	5.00@ 9.00
Med-ch. (200 lbs. up)	4.50@ 8.25	4.75@ 9.25	4.50@ 8.75	6.00@ 9.00	4.25@ 7.50
Cull-com. (190 lbs. up)	3.25@ 6.25	3.50@ 5.75	3.25@ 5.50	3.25@ 4.50	3.00@ 4.50
Slaughter Sheep and Lambs:					
Lambs, med-pr. (84 lbs. down)	14.75@17.00	14.00@16.50	14.25@16.75	13.50@16.00	13.50@16.00
Lambs, cull-com. (all weights)	10.50@14.75	9.00@14.00	10.75@14.75	9.00@13.50	9.75@13.50
Yearling wethers, med-prime.	10.25@14.75	8.50@13.50	10.25@13.50	9.50@13.50	9.75@13.75
Wethers, med-pr. (2 yrs. old and over)	6.25@11.50	6.25@ 8.75	6.50@10.25	5.50@10.25	5.50@10.50
Ewes, common to choice.	4.25@ 8.00	3.50@ 6.75	4.25@ 7.00	3.00@ 6.00	3.50@ 7.25
Ewes, common and cull.	1.50@ 4.25	1.00@ 3.50	1.50@ 4.25	1.00@ 3.00	1.00@ 3.50

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June 27, 1925.

THE NATIONAL PROVISIONER

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ing sows were sharply lower on late days and closing values are about the same as a week ago.

SHEEP—After Monday, lamb prices advanced steadily until net gains of 75c@1.00 were scored for the week. Both natives and Idahoes made the top price at \$1.60 and comparatively few of the better grades of natives had to sell below \$1.50. Late sales of culs were largely at \$0.50@10.00.

Sheep prices gained around 25c, but the supply was limited. Small bunches of fat ewes made \$6.75, but \$5.25@6.50 secured most arrivals. Fed Texas wethers, mostly two-year-olds brought \$8.25.

OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)
Omaha, Neb., June 25, 1925.

CATTLE—Light receipts coupled with a stronger trend to dressed beef prices resulted in an upward trend to prices for practically all killing cattle. Beef steers and yearlings show an advance of 50c@1.00 with weighty steers at the full upturn.

Top reached \$12.00, paid for choice steers of all weights; bulk now \$10.00@11.75 with very few grassers included. California hay feds made \$9.35 and 9.50; she stock, 25@50c higher; veals, 50c higher; bulls, 15@25c higher.

HOGS—The outstanding feature in the review of the hog trade has been the broad demand for good and choice butchers and the pronounced discrimination against grassy sows which has resulted in a wider price spread between low and top grades. Good and choice butcher hogs show a net advance of 75c@\$1.00, while low grades are not more than 10@25c higher for the period. Today's sales ranged from \$11.75@13.35; top, \$13.40.

SHEEP—Famine supplies resulted in an upward swing in fat lambs and sheep prices. Advance on fat lambs figures 75c@\$2.00 with yearlings and sheep 50c@\$1.00 higher. Today's range lambs cleared at \$16.75; natives \$15.50@\$16.00; yearlings \$12.00@13.50; fat ewes \$6.00@7.00.

ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics)
E. St. Louis, Ill., June 25, 1925.

CATTLE—Light receipts, broad demand, a general up-heaval of values and the advent of the \$12.00 steer formed the salient features of this week's cattle trade. Compared with one week ago native beef steers, light yearling steers and heifers and beef cows sold 50@75c higher; western steers a big 50c higher; canners and cutters 25@50c higher; bologna bulls 25c higher; light vealers \$1.00@1.25 higher.

Tops for week: Matured steers, \$12.00; long and light yearlings, \$11.75; light mixed yearlings, \$11.50; bulks for week: native steers, \$8.00@11.25; westerns, \$5.50@8.50; fat light yearlings, \$10.75@11.25; cows, \$5.00@6.50; canners, \$2.75@3.25; bologna bulls, \$4.50@5.00.

HOGS—A further cut in receipts sent the hog market up sharply this week, top going to \$13.85 Tuesday, the highest in about three months. This was followed by a mild reaction and a \$13.70 limit Wednesday and today. The general market is now 50@75c higher than this time last week except on packing sows which are 25@50c higher. Most good medium and strong weight butchers brought \$13.60 and 13.65 today.

Lightweights, \$13.50@13.60; light lights, \$13.25@13.50; good weight pigs, \$13.00@13.25; packing sows, \$12.00.

SHEEP—Fat lamb prices scored 25@50c gains during the current week which uncovered the best market in about a month. Top reached \$16.00 late today, bulk of fat lambs scoring \$15.50@15.75; culs advanced 50c and are bringing \$9.00.

The aged sheep market is unchanged, light mutton ewes \$5.50; heavies \$4.50.

ST. JOSEPH

(Special Letter to The National Provisioner)

St. Joseph, Mo., June 23, 1925.

CATTLE—Cattle receipts continue light, the total for two days being around 4.50. Fed steers and yearlings strong to 25c higher, top steers averaging 900 to 1,000 lbs. at \$11.50, some 1,100@1,200 lb. up to \$11.35, and bulk of all sales \$9.50@11.25.

Fed Texas steers \$9.50@10.10. Oklahoma grassers \$6.25@8.60 and Kansas up to \$8.75. Mixed yearlings mostly \$10.00@10.50.

Fed heifers in load lots \$9.35@10.60. Oklahomas \$6.25@6.75. Butcher stock steady to strong. Few cows passed \$6.25, with bulk of desirable kinds \$4.25@5.75, and canners and cutters \$2.50@4.00.

Bulls strong. Bulk of bologna grades \$4.00@4.75, with choice butchers up to \$6.00. Calves 50c higher, top Tuesday \$9.50.

HOGS—Hog receipts around 12,500 for two days and the market continues to advance. Choice 300@350 lb. averages sold at \$13.60, the top Tuesday, and bulk of all sales ranged \$13.00@13.50.

Packing sows sold \$12.25@12.50 and stags \$11.00@11.50.

SHEEP—Sheep receipts around 5,500 for two days, and included five loads Idaho lambs. Market for lambs strong to 25c higher. Best natives sold \$15.00@15.25, and the Idaho \$16.00 with a light sort.

Aged sheep steady. Fat ewes \$4.50@6.50, canners down to \$1.50.

SIOUX CITY.

(Special Letter to The National Provisioner)

Sioux City, Ia., June 24, 1925.

CATTLE—Under light supplies the market is continuing to work toward higher prices for all of the good and useful grades of stock, with the dry lot and fully fat grades showing best advance. For the half-week expired today prices have advanced fully 15@40c per cwt. and the movement of buyers is more indicative of cattle being wanted than for some time past.

On today's market prime yearlings of 880 lbs. average sold at \$12.00, as high as anything has sold this year at this market. Choice heavy steers, above 1400 lbs., have sold up to \$11.10. Bulk of choice to prime heifers of light to medium weight are quotable at \$11.00@12.00; good to choice, \$10.00@11.00; medium to good, \$9.00@10.00, and the common grades from \$8.75 down.

Prime corn fed heifers have sold up to \$11.00, bulk of fed cows and heifers, \$6.50@8.00; grass cows and heifers from \$6.00 down to around \$2.50 for old shelly cappers.

Best veals around \$9.00.

HOGS—Hogs met with a check in the upward movement in prices today and the bulk sold at little under the market of Tuesday. Best of the butcher mediums and heavies sold at \$12.20@12.35, with close around \$12.20 for a stopping point. Mixed butchers and prime light of around 200 lbs. average not far from \$13.00; 150@175 lb. lights \$12.60@12.80.

The spread in prices for sows is widening out rapidly and while smooth lots sold up to \$12.25 today, there were many sales as low as \$11.25 and under.

SHEEP—But few sheep coming, top lambs, very choice sold at \$16.00 today.

ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Minnesota Dept. of Agriculture.)

St. Paul, Minn., June 24, 1925.

CATTLE—Virtually all classes of killing cattle have advanced unevenly during the past week. Fed steers and yearlings led in the upturn scoring a big 25c or more advance, fat she stock and other killing classes averaging strong to 25c higher.

High money for this market since the first week in April was paid today for

J. W. Murphy Co.

Order Buyers

Hogs Only

Utility and Cross Cyphers

Reference any Omaha Bank

Union Stock Yards,
Omaha, Nebr.

Order Buyers
of

Cattle Calves
Hogs Lambs

Henry Knight & Son

Bourbon Stock Yards

Louisville, Ky.

References: Dun & Bradstreet

KENNETT-MURRAY

Live Stock Buying Organization
Order Buyers on Eleven Markets

P. C. Kennett & Son,
Louisville, Nashville and Montgomery
Kennett-Murray & Company,
Chicago, Lafayette and Omaha
Kennett Colina & Company—Cincinnati
Kennett Murray & Colina—Detroit
Kennett Sparks & Company—E. St. Louis
Kennett Murray & Darnell—Indianapolis
Kennett Murray & Brown—Sioux City

BUYERS ONLY and WE BUY RIGHT

June 27, 1925.

mixed yearlings and mediumweight steers, these scoring \$11.25 and averaging 755 and 1,223 lbs., respectively. Rough but fat heavy steers made \$10.25 averaging 1,510 lbs., with bulk of all fed offerings selling at \$9.50@10.50, common and grassy steers from \$7.00@8.50.

Fat cows sold largely at \$5.00@6.50, heifers from \$6.75@8.00, yearlings \$8.50@9.50. Canners and cutters held at \$3.00@3.50, bologna bulls largely at \$4.25@4.50, heavies upwards to \$4.85.

Good light veal calves moved on packer account at \$9.00@9.25.

HOGS—Each session during the week just past has recorded an advance in hog trade with an aggregate upturn of 50@65c on butchers and 65@75c on packing sows. Prices are now at the highest levels since early in April.

Packing sows continued to arrive in increasing numbers and a large share of the supplies sell without sorting. Bulk of the sorted butcher and bacon hogs sold today at \$13.00@13.10, latter price top, with mixed butchers and packing sows at \$12.25@12.75 according to the proportion of butchers included. When sorted out, packing grades cashed at \$11.75@12.00 mostly, with smooth kinds upwards to \$12.25.

Pigs gained 15@25c for the period, bulk scoring \$12.50.

SHEEP—Fat lambs scored another quarter upturn this week, light and handy-weight fat ewes advancing 25@50c for the period. Bulk of the fat native lambs cashed at \$15.25 with culls down to \$10.00.

Bulk of the light and handy-weight ewes went to packers at \$6.50.

PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, June 20, 1925, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	4,760	11,300	19,480
Swift & Co.	4,439	10,000	20,751
Morris & Co.	3,989	5,600	5,207
Wilson & Co.	4,041	11,100	6,908
Anglo. Amer. Prov. Co.	2,078	1,600	.....
G. H. Hammond Co.	2,079	4,600	.....
Libby, McNeil & Libby	614	.....	.....
Brennan Packing Co.	6,400 hogs; Miller & Hart.	.....	.....
4,200 hogs; Independent Packing Co.	5,800 hogs;	.....	.....
Boyd, Lamham & Co.	6,000 hogs; Western Packing & Provision Co.	8,900 hogs; Roberts & Oake, 5,100 hogs; others, 10,500 hogs.	.....

KANSAS CITY.

	Cattle.	Hogs.	Sheep.
Armour & Co.	3,946	1,035	6,097
Cudahy Pkg. Co.	2,959	1,520	3,383
Fowler Pkg. Co.	401	5	.....
Morris & Co.	2,547	1,184	3,653
Swift & Co.	3,945	900	4,713
Wilson & Co.	3,472	235	8,837
Local butchers	692	139	832

Total 17,962 5,108 27,515 14,818

OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	3,705	19,282	8,458
Cudahy Pkg. Co.	5,492	18,600	9,727
Dold Pkg. Co.	1,082	9,678	.....
Morris & Co.	3,093	9,611	3,399
Swift & Co.	5,023	15,714	9,991
M. Glassburg	12	.....	.....
Hoffman Pkg. Co.	81	.....	.....
Mayerowich & Vail	53	.....	.....
Mid-West Pkg. Co.	65	.....	.....
Omaha Pkg. Co.	57	.....	.....
John Roth & Sons	110	.....	.....
So. Omaha Pkg. Co.	131	.....	.....
Lincoln Pkg. Co.	297	.....	.....
Nagle Pkg. Co.	302	.....	.....
Sinclair Pkg. Co.	310	.....	.....
Wilson & Co.	207	.....	.....
Kennett-Murray & Co.	6,985	.....	.....
J. W. Murphy	10,861	.....	.....
Other hog buyers, Omaha	12,791	.....	.....

Total 19,990 103,541 31,575

ST. LOUIS.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	2,786	5,498	5,919
Swift & Co.	3,423	8,117	7,910
Morris & Co.	1,538	5,080	4,957
St. Louis Dressed Beef Co.	955	.....	.....
Independent Pkg. Co.	325	.....	.....
East Side Pkg. Co.	862	4,918	117
Hill Pkg. Co.	25	1,417	.....
American Pkg. Co.	20	1,184	.....
Krey Pkg. Co.	80	808	.....
Sartorius	.....	417	.....
Sieloff	96	1,470	.....

Butchers 11,356 39,098 5,445

Total 21,466 67,937 24,548

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,006	467	14,684	9,634
Armour & Co.	1,393	236	7,751	8,561
Morris & Co.	1,006	520	6,980	1,001
Others	1,516	175	10,604	.....

Total 5,921 1,407 40,019 14,286

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,184	203	18,876	169
Armour & Co.	2,122	231	16,705	160
Swift & Co.	1,601	117	9,002	38
Sacks Pkg. Co.	34	59	28	.....
Smith Bros P. Co.	44	20	8	.....
Local butchers	66	53	17	.....

Order buyers and packer shipments 1,240 1 21,088

Total 7,271 684 65,724 367

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,394	587	2,178	103
Wilson & Co.	2,180	738	1,687	52
Butchers	66	19	188	.....

Total 3,649 1,844 4,063 155

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Eastern buyers	1,904	3,842	17,107	1,119
Kingan & Co.	1,060	323	10,184	761
Armour & Co.	127	51	1,580	25
Indianapolis Abat. Co.	457	77	291	51
Hilgemeyer Bros.	.....	.....	935	.....
Brown Bros.	137	32	.....	12
Bell Pkg. Co.	91	.....	628	.....
Schusler Pkg. Co.	27	.....	264	.....
Meler Pkg. Co.	39	11	229	.....
Ind. Pkg. Co.	21	.....	228	.....
Riverview Pkg. Co.	23	.....	218	.....
Art Wahritz	9	80	.....	14
Hoosier Abat. Co.	27	.....	.....	.....
Others	663	144	147	427

Total 4,675 4,066 40,820 2,409

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
E. Kahn's Sons Co.	523	129	3,695	151
Kroger Gro. & Bak. Co.	226	173	1,237	.....
Gus. Juengling & Son	128	164	.....	70
J. & F. Schroth Pkg. Co.	14	.....	2,637	.....
J. Hilberg's Sons	132	3	.....	73
Wm. G. Rehn's Sons	130	52	.....	.....
People's Pkg. Co.	45	89	.....	.....
A. Sander Pkg. Co.	5	.....	1,539	.....
Sam Gall	5	.....	467	.....
J. Schlaechter's & Sons	204	280	197	.....
H. H. Meyer Pkg. Co.	40	.....	2,401	.....

Total 1,452 809 11,509 988

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	650	7,050	4,898	189
Swift & Co., Harrisburg	22	.....	.....	.....
United Dressed Beef Co.	85	.....	.....	.....
The Layton Co.	.....	.....	140	.....
R. Gunz & Co.	117	52	154	.....
F. C. Gross & Co.	40	43	48	.....
Butchers	167	579	19	113
Other buyers	119	93	12	1

Total 1,218 7,826 5,223 346

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	734	317	8,805	490
Dold Pkg. Co.	201	52	8,157	.....
Local butchers	224	.....	.....	.....

Total 1,159 369 16,962 490

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	975	355	2,387	1,020
Armour & Co.	572	186	2,823	1,178
Blayne-Murphy	588	100	1,181	.....
Others	475	200	720	291

Total 2,610 841 7,071 2,489

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,063	4,001	17,947	575
Hertz Bros.	237	107	.....	.....
Katz Pkg. Co.	765	550	.....	.....
Swift & Co.	3,006	6,349	27,006	738
Others	343	262	5,580	.....

Total 6,416 11,850 50,423 1,308

RECAPITULATION.

Recapitulation of packers' purchases by market for the week ending June 20, 1925, with comparisons:

CATTLE.

	Week ending June 20	Prev. week	Cor. week
Chicago	20,551	27,762	25,908
Kansas City	17,962	20,034	18,906
Omaha	19,900	30,010	25,731
St. Louis	21,466	20,529	25,233
St. Joseph	5,921	8,443	8,818
Sioux City	7,271	7,413	12,602
Oklahoma City	3,649	5,	

June 27, 1925.

THE NATIONAL PROVISIONER

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HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

Chicago.

PACKER HIDES—Quiet. Killers are making no offerings as a rule, claiming to be sold up as close as they care to be on this market. The light end of the list is especially strong. It is reported one car of June extreme light native steers advanced to 15½c, 14c up, and while confirmation cannot be obtained the report received credence in most circles. Native steers are held now at 16c and extremes generally for 15½c; Texas 14@14½c; butts 14@14½c; Colorados 13@13½c; branded cows 13½@14c asked; heavy cows 14c last paid; lights 15c; still bid; nat. bulls 11@11½c; inside bid; brands 9½@10c; small packers 14c.

COUNTRY HIDES—The situation continues strong with a fair demand still noted for straight extremes, grub free at the last sales rate of 15c. Middle weights are steady with business basis around 11½c for well described material. Some lots are held considerably higher. Heavies are quiet around 11c with exporters not keen for materials. All weight hides in country districts are quoted 11½@12c delivered Chicago in carlots with inside considered top for most qualities available. Heavy steers quoted around 12c; some ask 11½c; butts 11½@11½c for business and heavy cows around 11@11½c. Extremes quoted at 14@15c as to descriptions in straight weights and goods 50 lbs. down range down to 14c for business and lately realized. Branded country hides 10½@11c flat and country packer stock around 11½@13c; bulls 9½@9½c for country run; country packers 10½@11c; glues 8@8½c.

CALFSKINS—Action in skins is slow. Holdings are moderate. Outside city skins have been selling at 20@22c for types and descriptions with country collections around 18c. Deacons \$1.25@1.35 and cities \$1.50@1.60; slunks \$1.10. Kip-skins are quiet and unchanged. Local packer and city types are on sale at 20c but that rate is said to be too high. Last sales were in packers at 19c and cities 17c. Countries are strong at 15@16c.

MISCELLANEOUS MARKETS—Dry hides continue steady at 20@22c for types and weights. Horse hides remain strong in tone with good average country lines \$4.50@5.00 and renderers up to \$5.50. Packer pelts quoted around \$1.50 and shearlings \$1.25@1.30; dry pelts 30@32c last paid for best sectioned material; pickled skins \$7.00@7.50 last paid; hogskins 15@35c; strips 6@7c.

New York.

NEW YORK PACKER HIDES—Prices a cent above those realized on May kill were obtained in city slaughter for June. The late business also represented another half cent advance over earlier sales of Junes. Native steers made 15c to the extent of 5,000 hides. Two killers refused to book at that level, preferring to wait for later market developments. Butts moved at 14c and Colorados at 13c to the extent of close to 8,000 hides. Two cars of bulls made 11c. Cows are quiet and held around 14c. Most of the June hides have been sold aside from some natives and cows.

SMALL PACKER HIDES—A thousand Brighton grub free heavy cows sold at 13c. Eastern packers have been selling June all weight hides up to 13½c which continues to be considered the nominal market. With packer light cows at 15c, and heavy cows 14c strong, country packer all weights are believed worth better than 14c and most sellers so asked in recent offerings. Canadian sellers are moving light lines of material but details are guarded. Coast hides are steady but

quiet, with most earlier salting sold out. Nominal market considered at 11½@11½c last paid on steers and 11@11½c for cows. Junes probably will be held higher.

COUNTRY HIDES—Eastern advices indicate that tanners in that section continue apathetic toward material at high prices. Their views on 25@50's of ordinary quality, 15@20 per cent grubs, are seldom better than 13½@14c with the inside more in line with the most bids. Such buyers claim to be getting material at their views, but most observers feel that but small lots are being applied on such bids. Mid western light hides are usually held around 14@14½c for 50 lbs. down stock carrying some grubs while sales up to 15c are noted for grub free 25@45 lbs. generally to western outlets. A car of Illinois buff weights, 10 per cent grubby sold at 11½c. Southern light hides 50 lbs. down as a rule are held for 14c flat from the best sections. Weights 15@30 lbs. sold as high as 15c for average qualities. Offerings of southern stock are somewhat scarce, recent demands of tanners tending to clear out surplus holdings. Prices down to 12½c flat rule for the very ordinary middle and far southern types. Canadians quoted 13@13½c flat. Buffs 10½@11½c flat.

CALFSKINS—Rumors of business are heard in N. Y. cities, but details are guarded. Last business basis considered \$1.85@2.50@3.25 and bids \$1.85@2.55@3.30 made with sellers asking \$1.90@2.60@3.35. Outside skins quoted \$1.90@2.50@3.25 asked with ordinary lines 10@15c under. Foreign skins are quiet; untrimmed domestic cities 21@22c for kinds.

FOREIGN WET SALTED HIDES—Firmness continues evident in the refrigerated types of material despite a seeming lack of action. Bids on a 17c landed basis were current late yesterday for Argentine steers and no business passed.

GREEN IS NO SPECULATOR

A recent article in THE NATIONAL PROVISIONER on the mistakes of shipper packers in placing their buying orders attracted attention. In that article the order-buying situation was analyzed, and attention called to types of order buyers who did not fit into a packer's "Buy Right" program.

Among such classes is the speculator order-buyer, who thinks first of his own profit on hog purchases, and second of the interests of his packer client. In characterizing this type of buyer the fictitious name "Green" was used, just as the name "Jones" was used to designate another class.

Now, unfortunately the writer of the article was not acquainted with O. C. Green, of the Goodson-Green Company, livestock order buyers of Kansas City. Mr. Green rises to remark that he agrees with every word of the article in THE NATIONAL PROVISIONER, and asserts that if there is anything he is not, it is a speculator order buyer. Those who trade through Mr. Green's company confirm his statement, and it is very plain that the anonymous "Mr. Green" of the article is not O. C. Green of Kansas City.

NEW YORK LIVESTOCK.

Receipts of livestock at New York for week ending Saturday, June 20, 1925, are as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City.....	2,356	10,150	3,977	40,404
New York.....	1,018	3,462	14,803	479
Central Union.....	3,186	1,050	128	7,922
Total.....	6,560	14,662	18,968	48,805
Previous week.....	9,190	15,752	17,886	34,927
Two weeks ago.....	8,570	18,585	23,003	49,549

SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending June 20, 1925:

CATTLE.			
	Week ending	Prev.	Cor.
Chicago.....	20,351	27,762	25,908
Kansas City.....	23,070	28,644	25,786
Omaha.....	17,678	17,693	24,281
East. St. Louis.....	13,978	18,481	17,159
St. Joseph.....	5,183	8,582	7,624
Sioux City.....	5,132	6,639	6,916
Cudahy.....	765	966	887
Fort Worth.....	12,500	11,196	8,610
Philadelphia.....	1,791	2,217	2,010
Indianapolis.....	1,060	838	1,376
Boston.....	965	1,203	1,537
New York & Jersey City.....	9,723	9,537	9,820
Oklahoma City.....	4,063	7,484	4,510
Total.....	117,979	140,054	139,103

	HOGS.
Chicago.....	100,700
Kansas City.....	27,515
Omaha.....	63,942
East. St. Louis.....	33,168
St. Joseph.....	20,601
Sioux City.....	47,776
Cudahy.....	19,783
Ottumwa.....	13,253
Fort Worth.....	5,706
Philadelphia.....	12,589
Indianapolis.....	22,248
Boston.....	18,023
New York & Jersey City.....	34,808
Oklahoma City.....	4,053
Total.....	431,110

	SHIPP.
Chicago.....	52,445
Kansas City.....	14,818
Omaha.....	29,239
East. St. Louis.....	20,328
St. Joseph.....	14,286
Sioux City.....	634
Cudahy.....	264
Fort Worth.....	3,454
Philadelphia.....	6,081
Indianapolis.....	4,169
Boston.....	4,873
New York & Jersey City.....	50,822
Oklahoma City.....	155
Total.....	199,228

	174,024	213,396
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CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending June 27, 1925, with comparisons, are as follows:

PACKER HIDES.

Week ending	June 27, '25	Week ending	June 20, '25	Corresponding
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Spready native steers.....	17c	15½c	14	14½c
Heavy native steers.....	15½c	15c	12½c	12½c
Heavy Texas steers.....	14c	14c	12c	12c
Heavy butt branded steers.....	14c	14c	12c	12c
Heavy Colorado steers.....	13c	13c	11c	11c
Ex-Light Texas steers.....	13½c	13c	9c	9c
Branded cows.....	13½c	13c	13c	13c
Heavy native.....	14	14½c	13	14c
Light native cows.....	15c	14½c	10c	10½c
Native bulls.....	11½c	10½c	9c	9c
Branded bulls.....	10	10½c	9½c	9½c
Calfskins.....	24c	23c	20½c	21c
Kip.....	19c	18½c	16c	16c
Kips, overwt.....	17½c	17½c	17c	17c
Kips, regular.....	15c	15c	10c	10c
Slunks, regular.....	11.10	10.00	8.50	8.50
Slunks, hairless.....	65c	60	55c	50c
Light, Native, Butts, Colorado and Texas steers 10 per lb. less than heavies.				

CITY AND SMALL PACKERS.

Week ending	June 27, '25	Week ending	June 20, '25	Corresponding
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Natives, all weights.....	14c	13½c	10	10½c
Bulls, native.....	11c	11c	8	8½c
Br. str. hds.....	12½c	12½c	8	8½c
Calfskins.....	22c	21c	18c	18c
Kip.....	16c	15½c	15c	15c
Slunks, regular.....	11.10	10.00	8.50	8.50
No. 1.....	25	30c	35	40c

COUNTRY HIDES.

Week ending	June 27, '25	Week ending	June 20, '25	Corresponding
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Heavy steers.....	12½c	12c	12½c	12½c
Heavy cows.....	11½c	11c	11½c	11½c
Buffs.....	11½c	11c	11½c	11½c
Extremes.....	14	15c	13½c	14c
Bulls.....	9	9½c	8½c	8½c
Branded hides.....	10	10½c	9½c	10c
Calfskins.....	10	17c	14½c	15c
Kip.....	14	15c	13½c	14c
Light calf.....	11.00	11.10	10.90	11.00
Deacons.....	10.90	11.00	10.80	11.00
Slunks, regular.....	10.30	10.40	9.90	10.30
Horsehides.....	4.25	4.25	4.25	4.25
Hogskins.....	40.25	40.30	40.25	40.30

SHIPPED SKINS.

Week ending	June 27, '25	Week ending	June 20, '25	Corresponding
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Large packers.....	\$1.50	\$1.75	\$2.25	\$2.50
Small packers.....	\$1.50	\$1.75	\$2.25	\$2.50
Pkrs. shearings.....	\$1.25	\$1.25	\$1.75	\$1.75
Dry pelts.....	\$0.30	\$0.31	\$0.30	\$0.31

ICE AND REFRIGERATION

ICE NOTES.

A new cold storage plant, costing \$2,000,000, is being considered for Vancouver, B. C., by M. Aivazoff, a local financier.

A new \$50,000 cold storage plant is being erected in Wenatchee, Wash., by local fruit growers.

Imperial Ice and Development Company plans to erect a \$125,000 ice plant in Calipatria, Calif., some time in the fall.

Tutwiler Ice & Fuel Company has been incorporated in Tutwiler, Miss., with a capital stock of \$25,000 by W. W. Johnson and J. L. Edwards.

Decatur Ice & Coal Company plans to erect an auxiliary ice plant on First avenue, Albany-Decatur, Ala.

Biloxi Ice Company has been incorporated in Biloxi, Miss., with a capital stock

of \$25,000 by H. M. Folkes and E. P. Guice.

Home Ice Company has been incorporated in Laredo, Tex., with a capital stock of \$220,000 by L. L. Spetheson and E. S. Johnson.

PLANT OPERATION POINTERS.

(Continued from page 20.)

watch; the third on 3 to 11 watch, and the fourth the 11 to 7 watch.

Below this line is shown, in percentage, the amount of steam distributed to the various departments on each watch: the first column being the amount chargeable to each department for the day. The amount of steam used for condensing engines, non-condensing engines (which provide the exhaust system), live steam bled

direct to the exhaust, and live steam for process work direct, is also shown.

Most Economical Way to Run.

The most economical balance is obtained when just sufficient condensing engines are run to provide hot water for plant use. Also non-condensing equipment to provide exhaust requirements for low pressure process work.

This latter division is gone into later in discussing exhaust steam and hot water.

In round figures on this particular plant 20 per cent of the live steam produced goes to condensing equipment; 50 per cent to non-condensing engines and pumps supplying the exhaust system (which does not include pumps in departments); 20 per cent to plant process work, and 10 per cent to natural losses.

Use of Live or Exhaust Steam.

As a general proposition, it is not economical to run live steam direct into the exhaust system to make up pressure. A far better method is to ascertain the production and requirements in each local section, and endeavor to obtain a balance.

In parts of the plant where there are wide fluctuations of exhaust or where the demand is very low, it may be advisable to use live steam direct.

Diagram 1 shows the dividing up of a plant for a survey of the exhaust system along these lines. The plant was separated into ten sections and the flow of steam from point to point obtained. At the particular time when the survey was made there was a large excess of exhaust, which was later rectified by electrification of sections which produced steam in excess to that used.

Exhaust steam distribution is shown in table two, the columns being representative of the same periods as table one.

Roughly, 40 per cent of exhaust steam is used for heating feed water; plant hot water takes 15 per cent; tank water evaporators between 20 and 40 per cent; plant heating 10 to 20 per cent; the remainder going to various departments.

TABLE 2—DISTRIBUTION OF EXHAUST STEAM.

	Daily	7 to 3	3 to 11	11 to 7
Lbs. steam	1,074,000	468,000	347,000	259,000
Boiler feed	37.00	34.00	42.00	36.70
Plant hot water	13.10	17.00	12.50	11.00
Tank water evaporators	27.00	20.70	27.50	37.10
Plant heating	14.50	11.00	15.00	20.00
Small departments	8.40	17.30	3.00	0.30
	100.00	100.00	100.00	100.00

Water.

In the eyes of many an operator, water is something that can be had in ample supply by turning on a faucet, consequently it is far handier than a broom. Hot water is preferable—the hotter the better—and one must insist upon high pressure so that the floor can be swept clean.

Water, however, is one of the most costly supplies of the packing house. Unless closely watched the pipe fitters, with the assistance of the foreman, will design the system as they see fit.

A general survey of the plant will reveal some peculiar conditions. A one-system plant is uneconomical. Probably the greater proportion of water pumped requires low head, and the plant is delivering its whole output of water at an increase of 30 or 40 lbs. per square inch in order to take care of a small proportion required in high buildings.

There are two solutions:

First. Reduce the head on the main pumps to a minimum, and use booster pumps in high buildings.

Second. Divide the plant into two or more systems, having heads designed to suit each elevation.

Whichever system or combination of

The Hill Non-Condensable Gas Separator

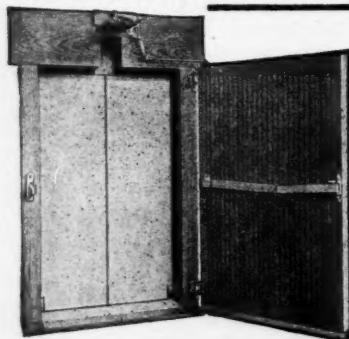
is

A gas separator that will remove all non-condensable gases from your refrigerating system without causing any loss of time or ammonia. This is our guarantee.

The Hill Manufacturing Co.

Monadnock Bldg.

Chicago, Ill.



It Can't Forget to Close Itself STEVENSON'S "Door That Cannot Stand Open"

Its flapper doors always closed unless filled with passing goods or man. No outrush of dry cold air, no inrush of warm moist air.

Bulletin No. 48, FREE, shows how it saves its cost in a single month.

Stevenson Cold Storage Door Co.
1511 West Fourth St. Chester, Penna.

Your Next Refrigerating Machine should be an ARCTIC



The Arctic Junior
Refrigerating Machine

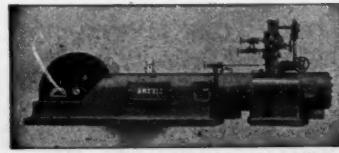
Let Us Hear from You

The Arctic Ice Machine Co.

Canton, Ohio

Because—we investigate
and guarantee results for your
particular problem.

We specialize in equipment for
Meat Packers, Curers, Sausage
Makers, Wholesale Meat Dealers
and Provisioners.



Arctic Horizontal Ammonia Compressor

systems is used will depend upon the local needs.

City Water.

Table 3 gives the division of city water purchased. The requirements of the boiler room and main departments are shown, small departments being grouped under one section.

The point this table develops is that on this particular plant the evaporator condensers were taking 20 to 50 per cent of the city water purchased.

TABLE 3—DISTRIBUTION OF COLD CITY WATER.

	Daily	7 to 3	3 to 11	11 to 7	Watches.
Gals. water	1,950,000	980,000	566,500	403,000	
Boiler room	9.20	7.00	10.30	12.50	
Hog killing	7.80	9.00	8.10	5.20	
Fertilizer	6.90	4.70	8.00	11.00	
Hot city water	6.30	8.00	5.20	3.70	
Toilets	5.18	5.30	6.80	3.00	
Sausage	2.85	3.60	2.30	0.00	
Beef casings	6.50	11.40	2.20	7.00	
Misc. small depts.	22.00	28.00	17.00	0.00	
Evaporator condensers	33.30	23.00	40.00	57.00	
	100.00	100.00	100.00	100.00	

Notice the amount of water used on the plant when practically no processing work is being carried on.

Take, for instance, the city water required for hog killing. One would wonder how much water is really necessary after killing and washup operations are completed.

At one plant where water is extremely scarce, they have adopted a plan of shutting off water mains at the engine room after the day's work. Any department requiring water after this time must notify the engine room, and it has proved economical to lay separate lines to such departments as require water service after the remainder of the plant is closed, thus preventing the necessity of running the main system.

Well Water.

The use of well water is no less a matter for attention.

Table 4 gives the water produced each day, and requirements of departments during each watch. The underground flow of water on this particular plant was receding fast, and previous to this survey all well water possible was required to keep temperatures on the ammonia condensers. Consequently the same amount of water was produced on each watch. After passing over the ammonia condensers a certain proportion goes to the steam condensers from the hot wells of which water is taken to supply a part of the house hot water, but the greater quantity is wasted.

TABLE 4.—DISTRIBUTION OF WELL WATER.

	Daily	7 to 3	3 to 11	11 to 7	Watches.
Cattle yards	....	.75	....	....
Lard	....	1.75	....	....
a Hog killing	5.80	16.10	0.00	....
a Sheep killing	3.10	8.00	1.30	....
a Beef killing	7.40	17.30	4.00	....
a Tank house	4.20	6.50	2.80	3.00	
a Misc. depts.	2.30	4.20	3.40	1.30	
a Fancy meat	1.70	3.10	1.80	....
b Tank wat. cond'rs	21.50	19.00	21.80	21.80	
b Sewer	54.00	23.30	64.00	73.90	
	100.00	100.00	100.00	100.00	

a—Hot well water to house and first used on ammonia condensers; b—Cold well water to house used on ammonia condensers.

On the first watch three-quarters of the water is put into use; on the second, 40 per cent; on the third, 25 per cent only. This means that during the day one-half of the water produced from the ground is wasted, except for its initial use.

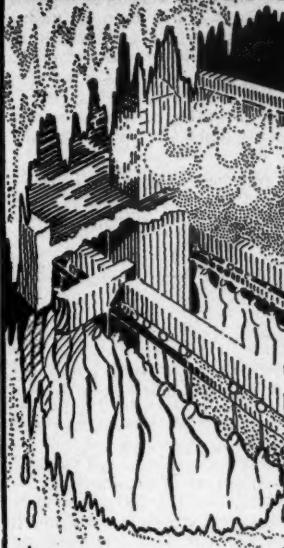
Not only this, but it must be remembered that the hot water contains great quantity of heat units which is probably a more serious point than the loss of the water itself.

This condition has been righted by the introduction of spray ponds and a readjustment of steam conditions.

Electrical Power.

Distribution of electrical power shown in table 5 indicates that 30 per cent of the power is used for lights. While sufficient lighting should be maintained at all times

BRINE SPRAY REFRIGERATION



Brine Spray Refrigeration is reduced to a science by using Webster Brine Sprays applied by our methods.

Weak brine at high temperatures is used with remarkable results, permitting the use of higher ammonia suction pressures, which naturally increases capacity of the ice machine with lower power consumption. Pressures required on Webster Brine Sprays range from 3 to 9 lbs., resulting in reduced pumping costs.

If you are contemplating additional cooler space, or planning to change your direct expansion piping or brine circulating system to Brine Spray Systems, our broad experience will help you to economize. Complete brine spray systems installed; results guaranteed.

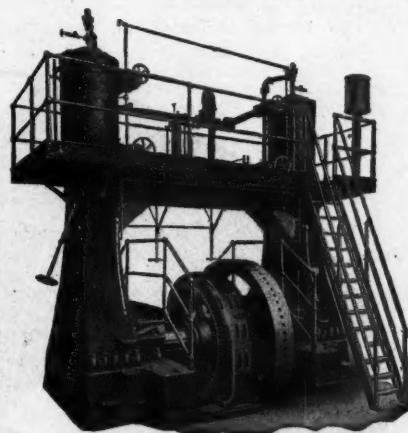
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LAFAYETTE BUILDING, PHILADELPHIA MONADNOCK BLOCK, CHICAGO.

York Mechanical Refrigeration



**YORK Semi-Enclosed
Refrigerating Machine**

The unprecedented progress made by the Meat Packing Industry was due, in a large measure, to the extensive employment of Mechanical Refrigeration. Hence it is only natural that this industry should use a great many York Machines.

Our Semi-Enclosed Machine, with direct motor mounting, is particularly adapted for this service. It is a neat, clean and highly economical machine—no belts, no engine or steam lines. Built in sizes from 30 tons refrigerating capacity upwards.

Prices and complete information on application

York Manufacturing Co.
Ice Making and Refrigerating Machinery
Exclusively

YORK

PENNA.

Novoid Pure Corkboard

Made of specially selected, clean, dry cork granules. No foreign binder used. Every sheet thoroughly baked—no green centers. Edges and centers are square and sharp. Write for booklet.

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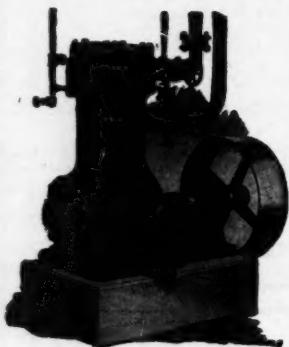
All Kinds of Refrigerator Construction

JOHN R. LIVEZEY

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The National Provisioner Classified Ads bring quick results!

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**Refrigerating
and
Ice Making Plants**



For the

**Meat Products
Industry**

Horizontal Compressors
8 tons capacity and up

Vertical Compressors
1 to 18 tons

Complete Data Promptly Furnished

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Est. 1867

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Milwaukee, Wis.

for working purposes, economies in lighting will affect the power charges considerably.

TABLE 5.—DISTRIBUTION OF ELECTRICAL POWER.

	Dally	7 to 8	8 to 11	11 to 7
K. W. hours.....	12400	6075	3520	2905
Lights.....	31.00	28.00	34.00	28.50
Fertilizer.....	16.00	10.70	18.50	22.20
Sausage.....	4.70	7.30	7.50	5.20
Hog killing.....	5.30	10.20	1.40	...
Beef killing.....	3.00	6.80	1.50	...
Water pumping.....	4.80	3.30	5.70	7.70
Ice plant.....	4.20	2.80	5.00	6.20
Small departments.....	7.00	11.00	...	...
Tractor.....	4.50	8.20	10.00	...
Laundry.....	1.00	3.00	...	...
Car shop.....	3.20	5.80	...	...
Brine pumping.....	3.20	4.50	4.30	5.20
Wells.....	9.00	6.00	13.30	14.00
	100.00	100.00	100.00	100.00

In the previous table we have discussed well water. But compare the amount of power required for lights with that necessary to produce well water, and the importance of a check on the lighting system will be seen.

The tendency to add motors indiscrimi-

nately to the plant system, wherever the division superintendent or foremen request, should be discouraged. A complete survey of the plant power system will prove a check on this and help to maintain a reasonable power factor, which in general packinghouse business is very low.

Refrigeration.

Table 6 gives the distribution of refrigeration to various departments during the 24 hours.

TABLE 6.—DISTRIBUTION OF REFRIGERATION.

	Tons.	Pct.
Radiation	775	...
Product	273	...
Ice	322	...
Sold	5.51	...
Ice making	23.50	...
Hogs	13.50	...
Beef	12.87	...
Veal	5.90	...
Mutton	5.80	...
Hides	3.06	...
Oleo oil	1.30	...
Sweet pickle	5.50	...
Dry salt	5.10	...
Lard	4.00	...
Sausage	4.28	...
Butterine	1.38	...
Freezers	0.85	...
Line losses	1.45	...
	100.00	

As the production of refrigeration takes the major portion of live steam, and such a small proportion of the refrigeration produced is actually used in chilling product, the amount of wastage through insulation and leakage requires close attention.

A careful analysis of the refrigeration on four plants has developed that the amount actually used in product varied between 15 and 24 per cent; the losses through insulation 36 to 40 per cent; and the amount wasted by leakage 35 to 49 per cent.

The spread indicated on these four

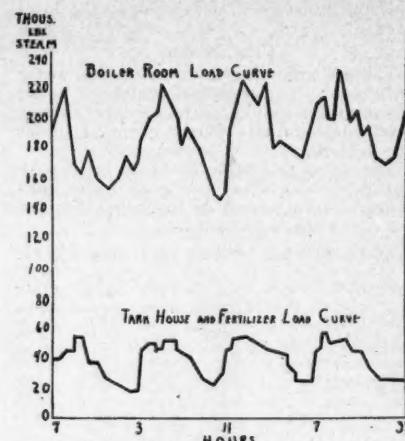


FIG. 3.—BOILER ROOM LOAD CURVE.
Showing the effect of the tank house and fertilizer load on the boiler room load.

plants led to a check on the amount of cooler space per 1,000 lbs. of product handled, and this was found to vary between 650 cu. ft. and 1,200 cu. ft. As a result it was found that one building of coolers on the plant having the worst showing could be entirely eliminated, without interfering with the output of product.

Such things are not realized unless an intelligent survey of the whole situation is undertaken.

AIR.

Table 7 shows the distribution of air. Air is the most expensive product of the operating department, and it is probably

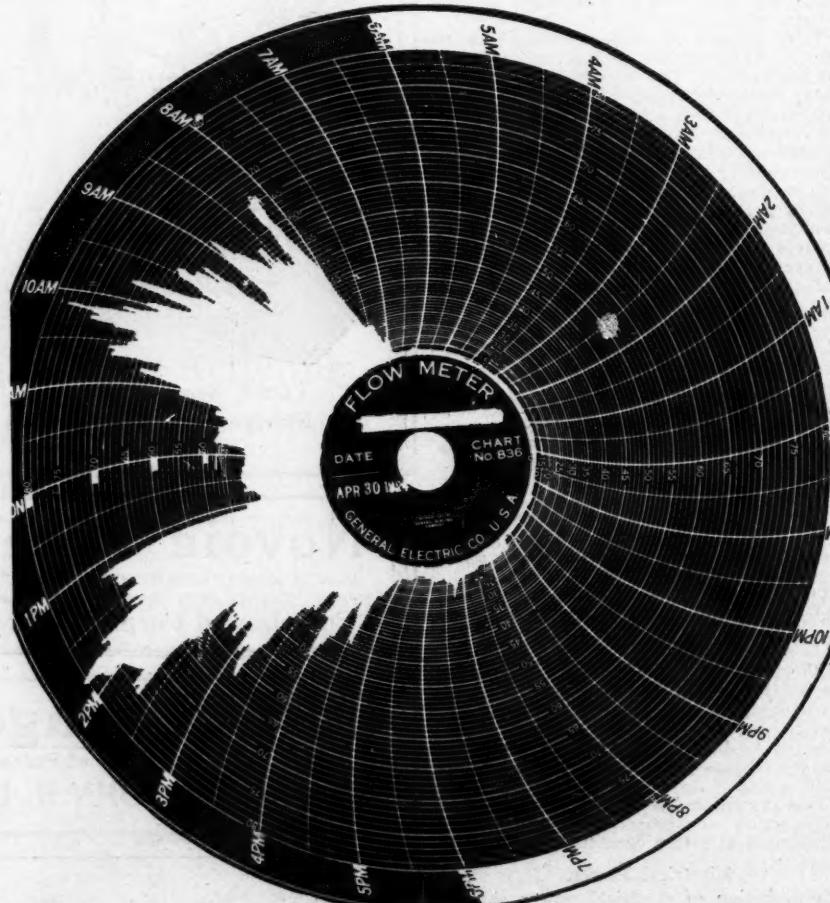


FIG. 2.—SHOWING STEAM PRODUCED BY UNINTELLIGENT OPERATION.
Notice that 65,000 lbs. of steam is demanded of the boiler room in half an hour. Also, the plant shuts down at noon.

June 27, 1925.

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the first solution to power troubles resorted to by departments.

It is a common thing to see men using air hose for cleaning up, little realizing the dollars that are pouring out of the nozzle. The matter of replacing air units with electrically-driven units should receive considerable thought.

TABLE 7.—DISTRIBUTION OF AIR.

Cu. ft.	Watches.			
	Daily	7 to 3	8 to 11	11 to 7
Ice manufacturing	632,000	415,000	201,000	36,000
Sausage	20.80	18.40	29.80	...
Car. shops	39.50	31.40	47.40	92.00
Beef	5.20	7.25	2.00	...
Hog kill	6.90	7.25	6.50	...
D. S. & S. P.	11.50	15.70	5.00	...
Lard	2.75	4.30	...	...
Misc.	2.30	3.60	...	...
Smoke house	1.30	2.00	...	...
Leakage	2.75	2.95	3.00	...
	100.00	100.00	100.00	100.00

LOADS.

Up to the present we have considered average loads only. But the costly part of any business is that made up of the peaks and depressions.

A steamer can be run economically because the load is constant throughout the 24 hours. To maintain conditions that will meet the peak demand in the packing house will probably necessitate 50 per cent more investment than to handle the average load.

Again, in the depression the efficiency is reduced, and costs to the operating department are seriously affected by the inefficient operation on the last two watches.

After collecting data on departmental demands it is necessary to consider the rate of that demand and its effect upon the whole plant.

Diagram 2 represents the steam load produced by unintelligent operation. It will be noticed that a demand of 65,000 lbs. of steam is thrown on the boiler room in one-half hour, and again a demand of 30,000 lbs. in a few minutes. Also the plant shuts down for lunch.

This steam was used for heating kettles, and by arranging to have the operator co-operate with the boiler room, these peaks and depressions can be eliminated without affecting the product, and the steam line closely approaching a mean demand throughout the 8 hours.

The third diagram gives a study of tank house and fertilizer load, and its effect upon the boiler room load.

It is interesting to see how the demand of this department affects the production curve and the operation of the whole plant. By arranging the times of throwing on dryers and tanks it is possible to straighten out the demand curve, and consequently improve the boiler room conditions.

These are only suggestions, but they open a big subject of plant analysis and the scientific treatment of operating costs. It cannot be done by the engineering department alone, but necessitates the co-operation of the superintendent and department foremen.

Such a scheme, if carried out, will result in simplifying the running of the power plant, reducing the cost of operation, a better showing of individual departments, and a cheapening of costs of marketable product of the plant.

COOLING RETAIL MARKETS.

Retail meat dealers all over the country are replacing their old and inefficient refrigeration equipment, or adding new coolers. At no time is this work more important than in summer.

One of the leading makers of refrigerating equipment, the York Manufacturing Co., York, Pa., lists the following progressive meat dealers who have recently installed York equipment:

Mark Hawkins Meat Market, Monroe City, Mo.; one 3-ton refrigerating machine.

THE NATIONAL PROVISIONER

Frennette Brothers Meat Market, Hubbell, Mich.; a 2-ton self-contained refrigerating machine.

Stein & Kinney Meat Market, Cedar Rapids, Iowa; a 2-ton self-contained refrigerating machine.

Jacob Rosenfield Meat Market, St. Paul, Minn.; a 2-ton self-contained refrigerating machine.

Fischer & Remus Meat Market, Sheboygan, Wis.; one 5-ton refrigerating machine.

T. P. O'Brien Meat Market, Cleveland, Ohio; one 2-ton self-contained refrigerating machine.

H. J. Weiner Meat Market, Sharon, Pa.; one 2-ton self-contained refrigerating machine.

Southwark Meat Market, Philadelphia, Pa.; a 2-ton self-contained refrigerating machine.

Joseph Mayer, Jr., meat market, 34 Broadway Market, Buffalo, N. Y.; a one-ton self-contained refrigerating machine.

Roman Kaczmarek, meat market, 31 Broadway Market, Buffalo, N. Y.; a one-ton self-contained refrigerating machine.

Andrew Dominczak, meat market, 32 Broadway Market, Buffalo, N. Y.; a one-ton self-contained refrigerating machine.

William H. Ziebrath, meat market, 35 Broadway Market, Buffalo, N. Y.; a one-ton self-contained refrigerating machine.

John Belowski, meat market, 29 Broadway Market, Buffalo, N. Y.; a one-ton self-contained refrigerating machine.

W. W. Joseph Meat Market, Mount Eden, Cal.; a one-ton self-contained refrigerating machine.

J. A. Clawson Grocery & Meat Market, Fort Smith, Ark.; one 3-ton refrigerating machine.

Fischer Brothers Grocery & Meat Market, Austin, Texas; one 2-ton refrigerating machine.

Fred J. Marty Meat Market, Columbus, Neb.; one 3-ton refrigerating machine.

Fred Snell Meat Market, Fort Dodge, Ia.; one 3-ton self-contained refrigerating machine.

Central Meat Market, Stockton, Cal.; one 2-ton self-contained refrigerating machine.

B. Belker Grocery & Meat Market, Louisville, Ky.; a 2-ton self-contained refrigerating machine.

Your Cooling System

Most hot weather troubles can be traced to faulty refrigeration.

Do you ever have trouble with the refrigerating system in your plant?

Do you know how to take care of your condensers, brine circulation, refrigerating machines?

Is your insulation in good shape?

Cold air leaks cost money. They will eat you up if you don't watch out!

Care of a packinghouse refrigerating system is plainly and simply described in an article on "Refrigeration in the Meat Plant," by a packinghouse master mechanic, printed in a recent issue of THE NATIONAL PROVISIONER.

If you want a copy of the article, cut out this notice and send it with a 2-cent stamp to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.

Rhodes & McKean Meat Market, Caruthers, Cal.; one 2-ton self-contained refrigerating machine.

Conrad Neidig Meat Market, Sandusky, Ohio; a 2-ton self-contained refrigerating machine.

Pecos Mercantile Co. Meat Market, Pecos, Texas; one 5½-ton refrigerating machine.

Hermsmeier Brother Grocery & Meat Market, Freeport, Ill.; one 3-ton refrigerating machine.

City Meat Market, Sturgeon Bay, Wis.; one 3-ton refrigerating machine.

Earl Thompson Meat Market, Minneapolis, Minn.; one 3-ton refrigerating machine.

John W. Anderson Meat Market, St. Paul, Minn.; one 3-ton refrigerating machine.

Kramer Brothers, Inc., butchers, 93 Amsterdam Ave., New York, N. Y.; a 2-ton self-contained refrigerating machine.

Joseph F. O'Shea butcher, Hackensack, N. J.; a 2-ton self-contained refrigerating machine.

D. W. Piggly Wiggly Co., meat market, Grand Junction, Colo.; a 1½-ton refrigerating machine.

Ginochio Brothers Meat Market, Pittsburgh, Cal.; one 3½-ton refrigerating machine.

A. Joerger, butcher, Woodcliff, N. J.; a one-ton refrigerating machine.

William Happel, Grocery & Meat Market, 4330 West Pappin St., St. Louis, Mo.; a 1½-ton self-contained refrigerating machine.

F. E. Keehn Meat Market, 2826 Market St., St. Louis, Mo.; a 1½-ton self-contained refrigerating machine.

E. G. Shinner & Co. Meat Market, Flint, Mich.; one 5-ton refrigerating machine.

Stromann & Keiser Meat Market, Akron, Ohio; one 2-ton self-contained refrigerating machine.

J. A. Anderson Meat Market, Akron, Ohio; one 2-ton self-contained refrigerating machine.

F. E. Dedreux. Meat Market, Shaker Heights, Ohio; one 3-ton refrigerating machine.

Morehouse & Co. Meat Market, Akron, Ohio; one 2½-ton refrigerating machine.

Salvadore Piazza & Sons Meat Market, Greensburg, Pa.; one 3-ton refrigerating machine.

Emil J. Miller Meat Market, Hamilton, Ohio; one one-ton self-contained refrigerating machine.

E. K. Artis Meat Market, Dover, Del.; a one-ton refrigerating machine.

August Thalheimer Meat Market, Pine Bluff, Ark.; a 1½-ton self-contained refrigerating machine.

Sanitary Meat Market, New Port, Tenn.; a 2-ton self-contained refrigerating machine.

French Investment Co., Meat Market, Cahuenga & Yunca Sts., Los Angeles, Cal.; one 3-ton refrigerating machine.

Anthony F. Delabor, Meat Market, 7511 Sunset Blvd., Los Angeles, Cal.; one 3-ton refrigerating machine.

Fred R. Krebs, butcher, Skaneateles, N. Y.; a one-ton self-contained refrigerating machine.

Kamakawa Brothers, Meat Market, Fresno, Cal.; one 2-ton self-contained refrigerating machine.

A. Martin, Meat Market, 1233 Florida Ave., San Francisco, Cal.; one 2-ton self-contained refrigerating machine.

Otto Eiler, Meat Market, Mount Shasta, Cal.; one 2-ton self-contained refrigerating machine.

Constantine's Meat Market, Long Beach, Cal.; one 3-ton refrigerating machine.

H. E. Dawson, Meat Market, Sunset & Santa Monica Blvd., Los Angeles, Cal.; a one-ton self-contained refrigerating machine.

Merry's Meat & Grocery Co., Seattle, Wash.; a one-ton self-contained refrigerating machine.

Chicago Section

R. A. Rath, of the Rath Packing Co., Waterloo, Ia., was a Chicago visitor this week.

Max Rosen, of Waukesha, Wis., well-known in the rendering trade, was in Chicago this week on business.

Frank Kohrs, secretary and treasurer of the Kohrs Packing Co., Davenport, Ia., made a trip to Chicago this week.

Charles S. Hughes, president of the Hughes-Curry Packing Co., Anderson, Ind., was a business caller in the city.

Morton Mannheimer, of Evansville, Ind., passed through the city this week on his way home from a Wisconsin fishing trip.

President Jay E. Decker, of Jacob E. Decker & Sons Co., Inc., Mason City, Ia., was a business caller in Chicago early in the week.

Packers' purchases of livestock at Chicago for the first four days of this week totalled 26,898 cattle, 12,352 calves, 59,036 hogs and 28,070 sheep.

The sales force of the Chicago territory of the Southern Cotton Oil Co. were brought to Chicago this week for their semi-annual conference. The meeting wound up with a dinner at the Congress.

A. C. Hornberger, manager of the rendering department of the American Agricultural Chemical Company, New York, is making a business trip through the Middle West, and stopped in Chicago Wednesday and Thursday.

Walter C. Davis, marketing specialist of the U. S. Department of Agriculture, passed through Chicago this week on his way to Washington after addressing the convention of the National Association of Retail Grocers at Dubuque, Ia.

Robert Burrows, of J. C. Wood & Co., well-known Chicago provision brokers, is leaving the last of next week for a much-needed rest. Bob plans to go to the Pacific Coast by way of the Canadian

Rockies. Yes, he will take his golf clubs along.

Prices realized on Swift & Company's sales of carcass beef in Chicago, for the week ending Saturday, June 20, on shipments sold out, ranged from 8.00 cents to 19.00 cents per pound and averaged 13.73 cents per pound.

Sentence Sermons

Written for THE NATIONAL PROVISIONER
by Roy L. Smith

AN HONEST WORKMAN—

- Is never afraid of an inspector.
- Values his honor above his wages.
- Doesn't have to speed up when the boss comes in.
- Is always to be preferred to one merely clever.
- Depends more upon ability than upon pull.
- Always gives something that wages cannot pay for.
- Appreciates justice far more than pity.

Provision shipments from Chicago for the week ending June 20, 1925, with comparisons, are reported as follows:

	Last week.	Prev. week.	week 1924.
Cured meats, lbs.	15,638,000	17,896,000	12,290,000
Fresh meats, lbs.	34,249,000	40,617,000	41,208,000
Lard, lbs.	7,029,000	10,272,000	9,233,000

Chicago was favored this week by the visit of several prominent St. Louis packers. Among them were Alex Bischoff, vice-president of the St. Louis Independent Packing Co.; Fred Krey, president of the Krey Packing Co.; and Frank A.

H. C. GARDNER F. A. LINDBERG
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Consultation on Power and Operating Costs,
Curing, etc. You Profit by Our 25 Years' Experience. Lower Construction Cost. Higher efficiency.
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Hunter, president of the East Side Packing Co., E. St. Louis, Ill.

Charles E. Herrick, vice-president of the Brennan Packing Co., was "on the air" Wednesday night when he spoke from station WHT. As president of the Chicago Rotary Club, Mr. Herrick bade farewell to Donald MacMillan and "Sport" Hermann, well-known Chicago Rotarian, who is accompanying MacMillan on his present dash to the North Pole.

T. Edward Webb, of Webb & Co., packers, Crisfield, Md., was in Chicago this week, where he visited a number of packinghouses and got all the latest "slants" on the way packers operate in this part of the country. Mr. Webb is president of the Crisfield Rotary Club, and came on to Chicago from the Rotary International convention at Cleveland last week.

GLOBE DOUBLES CAPACITY.

Steadily increasing business has forced The Globe Company, 822 W. 36th Street, Chicago, to double its capacity. This company is one of the best-known manufacturers of packinghouse and sausage factory equipment in the business. A new addition to the plant, which is nearing completion, will provide for the necessary expansion to care for the demand for Globe products.

The Globe Company was founded during the war by Charles H. Dodge, and has already assumed a prominent place in the trade.

SMOKED SALT MAKES A HIT.

Yewell Rice, of the Smoked Products Co., Cincinnati, was in Chicago this week, in consultation with packers who are experimenting with smoked salt in their cured meats and sausage departments.

This product has begun to attract the attention of the packing trade as a result of its popularity among farmers. The latter have begun to resume the farm curing of meats in many sections as a result of the introduction of smoked salt, which renders smoke-house operation unnecessary except for color, and gives the meats added flavor which farmers seem to like.

Demand from farm trade for the past year has been so heavy that the company has not attempted to solicit packinghouse orders. An indication of the extent to which farmers are taking up home curing again was one recent order for 4,000 10-lb. drums of smoked salt from a single small dealer in an Iowa town.

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North Texas Bldg., DALLAS, TEXAS
Special attention to Claims adjustments and
litigation of Packers. Ten years experience with
Chicago packers.

PACKERS ARCHITECTURAL & ENGINEERING CO.

WILLIAM H. KNEHANS, Chief Engineer

ABATTOIR PACKING AND COLD STORAGE PLANTS
Manhattan Building, Chicago, Ill.

Cable Address, Pacarco

June 27, 1925.

THE NATIONAL PROVISIONER

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NEW YORK OVERNIGHT MAIL.

A new flying schedule that will take Chicago's mail at the end of the business day, and put it in New York the next morning in time for the earliest business man, will go into operation July 1.

Business men are expected to find the new opportunity for rapid mail deliveries to New York and return of great value, and officials of the Post Office Department anticipate a large volume of business. All classes of people will find it of great value in emergency cases.

Under the new night schedule, mail for New York and vicinity posted at five or six o'clock in the evening (Post Office drop window 7:15 P. M.) get into New York eleven hours sooner than the present day air mail schedule, and about eight hours faster than the fastest mail trains.

The rate will be ten cents an ounce or fraction thereof, and the schedule is as follows, (Daily except Saturday and Sunday): Leave Chicago 8:30 p. m. Central Time; leave Bryan, O. 10:30 p. m. Central Time; leave Cleveland 1:20 a. m. Eastern Time; leave Bellfonte 3:50 a. m. Eastern Time; arrive New York 6:00 a. m. Eastern Time.

From New York the schedule has been arranged as follows: Leave New York 9:30 p. m. Eastern Time; leave Bellefonte 11:50 p. m. Eastern Time; leave Cleveland 2:40 a. m. Eastern Time; leave Bryan, O 3:30 a. m. Central Time; Arrive Chicago 5:45 a. m. Central Time.

Not only Chicago, but nearby cities, the entire Mississippi Valley in fact, will benefit by this night service. The new service is expected to greatly increase the air mail between all points now served, and when the present service is supplemented by feeders from the south in the Mississippi Valley, and from both north and south on the Atlantic and Pacific coasts, it will place all parts of the country within daily communication with each other.

ARMOUR BONUS DIVIDENDS.

An attractive variation of the employee ownership idea was announced recently by Armour and Company. It is a system of bonus dividends for five years, by which employee stockholders will receive nearly 10½ per cent per year on their investment.

For several years Armour employees have been permitted to purchase preferred stock of Armour and Company of Delaware, at favorable prices and on a partial payment plan.

Under the new plan, employees may subscribe for a maximum of fifteen shares at \$93 a share until July 1 and pay at the rate of \$1 a week or more a share. This stock, together with the maximum of fifteen shares already held, will receive an extra dividend of \$2 a year, payable semi-annually, for five years.

Stock paid for by Dec. 10 will receive the extra dividend, beginning Jan. 1, while stock paid for by Dec. 10, 1926, will receive the extra payment, beginning with Jan. 1, 1927. The regular dividend on the stock is \$7 a year, payable quarterly.

The bonus divided is conditioned on the employee-stockholder's remaining in the Armour service and holding his stock to the date of bonus payments. The extra dividend and the share price is limited to stock subscribed for up to July 1.

MEAT INSPECTORS MEET.

Methods and policies in the operation and enforcement of the federal meat inspection laws were discussed this week at the annual meeting at Chicago of inspectors-in-charge of the U. S. Bureau of Animal Industry. The sessions were held at the Southmoor Hotel, Chicago, and were attended by 140 inspectors from all parts of the country, from the Atlantic to the Pacific.

Dr. John R. Mohler, chief of the Bureau of Animal Industry, presided, while several other bureau officials came out from



DR. JOHN R. MOHLER

Chief, Bureau of Animal Industry, Washington, D. C.

Washington to attend, including Drs. Stedman, Joss and others.

The first two days of the conference, June 24 and 25, were given over to discussions and business sessions. On the third day, June 25, a number of packing plants in Chicago and vicinity were visited, and methods of operation and equipment were studied.

JAPANESE WANT MORE MEAT.

Meat is replacing rice as the diet of the Japanese nation, according to Dr. Issa Tanimura, special food commissioner of Japan, who arrived in Chicago last week. He is in America to look over food conditions, and to investigate the possibility of getting meats and milk in large quantities for his country.

Rice, said Dr. Tanimura, once the universal food in Japan, no longer satisfies the working man, and he now demands meat. The cost of living is high, wages are getting higher, and the labor classes are indulging their taste for meat.

Dr. Tanimura said his object in visiting this country was to see if America could supply Japan with meat in some form at prices within the reach of the lower classes.

CHICAGO LIVESTOCK.

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., June 15	13,416	3,550	44,480	11,140
Tues., June 16	6,082	2,773	23,276	5,494
Wed., June 17	8,221	1,044	18,480	12,798
Thurs., June 18	6,025	3,287	24,403	12,915
Fri., June 19	1,949	1,001	24,522	8,804
Sat., June 20	357	175	4,200	4,369

Total last week	37,100	12,430	189,401	56,520
Previous week	49,175	18,280	146,278	58,518
Year ago	54,291	15,960	172,783	70,358
Two years ago	55,963	15,524	184,713	61,208

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., June 15	3,775	296	10,885	1,006
Tues., June 16	1,786	157	7,788	477
Wed., June 17	3,028	10	2,560	925
Thurs., June 18	2,105	—	7,690	380
Fri., June 19	812	—	6,744	675
Sat., June 20	73	—	2,291	268

Total last week	11,520	383	37,967	3,731
Previous week	11,931	473	26,576	3,909
Year ago	17,861	340	31,254	12,900
Two years ago	14,586	327	42,185	2,484

Receipts at Chicago Stock Yards thus far this year to June 20, with comparative totals:

	1925.	1924.
Cattle	1,335,698	1,405,265
Calves	459,086	417,852
Hogs	4,340,972	5,140,987
Sheep	1,791,211	1,662,755

Combined weekly hog receipts at eleven markets for week ending June 20, with comparisons:

	Week year to date.
Week ending June 20	572,000
Previous week	588,000
Corresponding week, 1924	742,000
Corresponding week, 1923	642,000
Corresponding week, 1922	638,000
Corresponding week, 1921	606,000

Combined receipts at seven markets for the week ending June 20, with comparisons:

	Cattle.	Hogs.	Sheep.
Week ending June 20	137,000	490,000	146,000
Previous week	168,000	507,000	146,000
1924	192,000	615,000	192,000
1923	169,000	517,000	165,000
1922	193,000	532,000	155,000
1921	153,000	474,000	182,000

Combined receipts at seven points for 1925 to June 20, with comparisons:

	Cattle.	Hogs.	Sheep.
1925	4,271,000	13,808,000	4,501,000
1924	4,519,000	16,154,000	4,392,000
1923	4,478,000	15,431,000	4,685,000
1922	4,190,000	11,549,000	4,304,000
1921	3,905,000	11,864,000	5,153,000

Chicago Stock Yards receipts, average weight and top and average prices for hogs, with comparisons:

	Average weight—Prices—
Received.	Ibs. Top Average.
*Week ending June 20	140,900 13,125 \$12.05
Previous week	146,278 12.65 12.10
1924	172,773 237 7.55 7.15
1923	184,713 241 7.75 7.15
1922	174,112 239 11.00 10.35
1921	171,507 240 8.85 8.45
1920	168,670 238 16.20 15.15

Average 1920-1924.....174,400 239 \$10.25 \$ 9.65

*Saturday, June 20, estimated.

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
*Week ending June 20	\$10.50	\$12.65	\$ 7.25	\$15.45
Previous week	10.45	12.10	5.00	15.00
1924	9.40	7.15	4.80	14.90
1923	10.20	7.15	6.25	15.85
1922	8.90	10.35	6.00	12.25
1921	8.05	8.45	4.85	11.85
1920	15.35	15.15	7.85	14.05

Average 1920-1924.....\$10.40 \$ 9.65 \$ 6.05 \$13.80

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
25,700	102,500	53,400	
37,244	118,702	54,549	
36,430	141,519	56,549	
41,276	142,528	58,699	
39,581	141,000	55,950	

*Saturday, June 20, estimated.

Chicago packers' hog slaughters for the week ending June 20, 1925:

Armour & Co.	11,300
Anglo-American	1,600
Swift & Co.	10,600
Hammond Co.	4,600
Morris & Co.	5,600
Wilson & Co.	11,100
Boyd-Lunham	6,000
Western Packing Co.	8,900
Roberts & Oak	8,100
Miller & Hart	4,200
Independent Packing Co.	5,800
Brennan Packing Co.	6,400
Agar Packing Co.	2,100
Others	17,800

(For Chicago livestock prices see page 35.)

June 27, 1925.

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

CASH PRICES.

Based on Actual Carlot Trading, Thursday,
June 25, 1925.

Green Meats.

Regular Hams—		23 1/2
8-10 lbs. avg.		23 1/2
10-12 lbs. avg.		23 1/2
12-14 lbs. avg.		23 1/2
14-16 lbs. avg.		23 1/2
16-18 lbs. avg.		23 1/2
18-20 lbs. avg.		23 1/2

Skinned Hams—		25
14-16 lbs. avg.		25
16-18 lbs. avg.		25
18-20 lbs. avg.		25
20-22 lbs. avg.		23
22-24 lbs. avg.		21 1/4
24-26 lbs. avg.		19 3/4
26-30 lbs. avg.		18 1/2

Picicles—		15 1/4
4-6 lbs. avg.		15 1/4
6-8 lbs. avg.		15
8-10 lbs. avg.		14 1/4
10-12 lbs. avg.		14 1/4
12-14 lbs. avg.		14 1/4

Bellies—(square cut and seedless)		28
6-8 lbs. avg.		27
8-10 lbs. avg.		26 1/2
10-12 lbs. avg.		25
12-14 lbs. avg.		23 3/4

Pickled Meats.

Regular Hams—		22 1/2 @ 23 1/2
8-10 lbs. avg.		22 1/2 @ 23 1/2
10-12 lbs. avg.		22 1/2 @ 23 1/2
12-14 lbs. avg.		22 1/2 @ 23 1/2
14-16 lbs. avg.		22 1/2 @ 23 1/2
16-18 lbs. avg.		22 1/2 @ 23 1/2
18-20 lbs. avg.		23 @ 23 1/2

Beding Hams—(house run)		23 1/2
16-18 lbs. avg.		23 1/2
18-20 lbs. avg.		23 1/2
20-22 lbs. avg.		23 1/2

Skinned Hams—		23 1/2
14-16 lbs. avg.		24 @ 25
16-18 lbs. avg.		24 @ 25
18-20 lbs. avg.		24 @ 25
20-22 lbs. avg.		22 1/2
22-24 lbs. avg.		21 1/4
24-26 lbs. avg.		19 1/2
26-30 lbs. avg.		19

Picicles—		15 1/4
4-6 lbs. avg.		15 1/4
6-8 lbs. avg.		15
8-10 lbs. avg.		14 1/4
10-12 lbs. avg.		14 1/4
12-14 lbs. avg.		14 1/4

Bellies—(square cut and seedless)		27 1/2
6-8 lbs. avg.		27
8-10 lbs. avg.		26
10-12 lbs. avg.		24 1/2
12-14 lbs. avg.		23 1/2

Dry Salt Meats.

Extra short clears, 35/45		19
Extra short ribs, 35/45		19
Regular plates, 6-8		17 1/2
Clear plates, 4-7		14 1/4
Jowl butts		14 1/4

Fat Backs—		15
8-10 lbs. avg.		15
10-12 lbs. avg.		15
12-14 lbs. avg.		15
14-16 lbs. avg.		16 1/2
16-18 lbs. avg.		17 1/2
18-20 lbs. avg.		17 1/2
20-22 lbs. avg.		18 1/2

Clear Bellies—		22 1/2
14-16 lbs. avg.		22 1/2
16-18 lbs. avg.		22 1/2
18-20 lbs. avg.		22 1/2
20-22 lbs. avg.		22 1/2
22-24 lbs. avg.		21 1/2
24-26 lbs. avg.		20 1/2
26-30 lbs. avg.		20 1/2
30-35 lbs. avg.		20 1/2
35-40 lbs. avg.		20 1/2
40-50 lbs. avg.		20 1/2

PURE VINEGARS

A. P. CALLAHAN & COMPANY
2407 SOUTH LA SALLE STREET
CHICAGO, ILL.

FUTURE PRICES.

Official Board of Trade Range of Prices.

SATURDAY, JUNE 20, 1925.

Open. High. Low. Close.

LARD—				
July	17.25	17.32 1/2	17.25	17.30
Sept.	17.50	17.60	17.50	17.57 1/2
Oct.	17.57 1/2	17.62 1/2	17.57 1/2	17.60

CLEAR BELLIES—				
July	18.40	18.40	18.30	18.30
Sept.	22.00	22.00	21.90	21.90

SHORT RIBS—				
July	18.80	18.85	18.75	18.75
Sept.	22.00	22.00	21.90	21.90

MONDAY, JUNE 22, 1925.				
Open.	High.	Low.	Close.	

LARD—				
July	17.32 1/2	17.32 1/2	17.07 1/2	17.25
Sept.	17.57 1/2	17.62 1/2	17.35	17.52 1/2
Oct.	17.62 1/2	17.62 1/2	17.37 1/2	17.37 1/2

CLEAR BELLIES—				
July	21.75	21.80	21.75	21.80b
Sept.	22.00	22.00	22.00	22.00b

SHORT RIBS—				
July	18.60	18.40	18.40	18.40
Sept.	18.65	18.67 1/2	18.60	18.60

TUESDAY, JUNE 23, 1925.				
Open.	High.	Low.	Close.	

LARD—				
July	16.90	16.92 1/2	16.85	16.95b
Sept.	17.15-12 1/2	17.17 1/2	17.15	17.17 1/2

CLEAR BELLIES—				
July	21.55	21.55	21.50	21.50
Sept.	21.80	21.80	21.70	21.70

SHORT RIBS—				
July	18.45-40	18.45	18.32 1/2	18.35ax
Sept.	18.20	18.20	18.10	18.15ax

WEDNESDAY, JUNE 24, 1925.				
Open.	High.	Low.	Close.	

LARD—				
July	17.00	17.05	16.92 1/2	17.05ax
September	17.29 1/2	17.30	17.17 1/2	17.30

OCTOBER				
December	17.25	17.32 1/2	17.20	17.25
January	15.87 1/2	15.87 1/2	15.80	15.85

CLEAR BELLIES—				
July	21.50	21.75	21.47 1/2	21.75
September	21.70	21.90	21.70	21.90b

SHORT RIBS—				

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CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.		
	Week ending	Cor. week.
Prime native steers.	June 27.	1924.
Good native steers.	17	18
Medium steers.	16	17
Heifers, good.	18	18
Cows.	8	9
Hind quarters, choice.	25	25
Fore quarters, choice.	14	14

Beef Cuts.

Steer Loins, No. 1.	@21	27
Steer Loins, No. 2.	20	24
Steer Short Loins, No. 1.	40	40
Steer Short Loins, No. 2.	36	40
Steer Loin Ends (hips).	24	27
Steer Ends, No. 2.	24	26
Cow Loins.	24	28
Cow Short Loins.	30	35
Cow Loin Ends (hips).	18	19
Steer Ribs, No. 1.	20	26
Steer Ribs, No. 2.	20	24
Cow Ribs, No. 1.	16	20
Cow Ribs, No. 2.	12	13
Cow Ribs, No. 3.	11	13
Steer Rounds, No. 1.	18	18
Steer Rounds, No. 2.	17	17
Steer Chucks, No. 1.	12	11
Steer Chucks, No. 2.	11	10
Cow Rounds.	16	15
Cow Chucks.	10	9
Steer Plates.	12	11
Medium Plates.	9	10
Briskets, No. 1.	18	20
Briskets, No. 2.	14	16
Steer Navel Ends.	8	8
Cow Navel Ends.	7	5
Fore Shanks.	6	5
Hind Shanks.	6	5
Rolls.	20	22
Strip Loins, No. 1, boneless.	55	60
Strip Loins, No. 2.	50	50
Strip Loins, No. 3.	40	35
Sirloin Butts, No. 1.	30	35
Sirloin Butts, No. 2.	26	28
Sirloin Butts, No. 3.	18	20
Beef Tenderloins, No. 1.	75	70
Beef Tenderloins, No. 2.	65	60
Rump Butts.	17	17
Flank Steaks.	17	17
Shoulder Clods.	15	15
Hanging Tenderloins.	10	10

Beef Products.

Brains, per lb.	8	9
Hearts.	8	8
Tongues.	20	30
Sweetbreads.	38	42
Ox-Tail, per lb.	5	5
Fresh Tripe, plain.	4	4
Fresh Tripe, H. C.	6	6
Livers.	10	12
Kidneys, per lb.	8	8

Veal.

Choice Carcass.	16	18
Good Carcass.	10	15
Good Saddles.	18	25
Good Backs.	6	12
Medium Backs.	6	8

Veal Product.

Brains, each.	9	10
Sweetbreads.	58	60
Calf Livers.	31	32

Lamb.

Choice Lambs.	31	29
Medium Lambs.	29	27
Choice Saddles.	35	33
Medium Saddles.	32	30
Choice Fore.	25	22
Medium Fore.	22	20
Lamb Fries, per lb.	31	32
Lamb Tongues, each.	13	13
Lamb Kidneys, per lb.	25	25

Mutton.

Heavy Sheep.	8	7
Light Sheep.	14	15
Heavy Saddles.	12	10
Light Saddles.	17	18
Heavy Fore.	13	12
Light Fore.	22	20
Mutton Loins.	18	18
Mutton Stew.	8	8
Sheep Tongues, each.	13	13
Sheep Heads, each.	10	10

Fresh Pork, Etc.

Dressed Hogs.	18	15
Pork Loins, 8@10 lbs. avg.	24	17
Leaf Lard.	18	11
Tenderloin.	44	50
Spare Ribs.	13	7
Butts.	21	14
Hocks.	12	8
Tails.	12	7
Snouts.	8	5
Pigs' Feet.	5	4
Pigs' Heads.	12	5
Blade Bones.	6	6
Blade Meat.	6	6
Cheek Meat.	5	7
Skinned Shoulders.	15	15
Pork Hearts.	9	4
Pork Kidneys, per lb.	9	4
Slip Bones.	9	9
Tail Bones.	12	9
Back Fat.	15	11
Hams.	26	16
Calas.	15	15
Bellies.	26	13

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb carton.	20
Country style sausage, fresh in link.	22
Country style sausage, fresh in bulk.	21
Country style sausage, smoked.	24
Mixed sausage, fresh.	16
Frankfurts in pork casings.	15
Frankfurts in sheep casings.	16
Bologna in beef bungs, choice.	16
Bologna in beef middles, choice.	14
Bologna in cloth, paraffined, choice.	20
Liver sausage in hog bungs.	12
Liver sausage in beef rounds.	14
Head cheese.	14
New England luncheon specialty.	20
Liberty luncheon specialty.	20
Minced luncheon specialty.	15
Tongue sausage.	15
Blood sausage.	15
Polish sausage.	16
Souce.	16

DRY SAUSAGE.

Cervelat, choice, in hog bungs.	51
Cervelat, new condition, in hog bungs.	17
Cervelat, new condition, in beef middles.	17
Thuringer Cervelat.	28
Farmer.	26
Holsteiner.	26
B. C. Salami, choice.	48
Milano Salami, choice, in hog bungs.	48
B. C. Salami, new condition.	48
Frisses, choice, in hog middles.	41
Genos style Salami.	66
Peperoni.	68
Mortadella, new condition.	62
Capicoli.	63
Italian style hams.	63
Virginia style hams.	43

SAUSAGE IN OIL.

Bologna style sausage in beef rounds.	50
Small tins, 2 to crate.	50
Large tins, 1 to crate.	7.50
Frankfurt style sausage in sheep casings.	8.00
Small tins, 2 to crate.	8.00
Large tins, 1 to crate.	9.00
Frankfurt style sausage in pork casings.	7.00
Small tins, 2 to crate.	7.00
Large tins, 1 to crate.	8.00
Smoked link sausage in pork casings.	7.00
Small tins, 2 to crate.	7.00
Cervelat, choice, in hog bungs.	11 1/4
Regular pork trimmings.	18
Special lean pork trimmings.	19 1/2
Extra lean pork trimmings.	20
Neck bone pork trimmings.	15 1/2
Pork cheek meat.	10
Pork hearts.	45
Fancy boneless bull meat (heavy).	94 1/2
Boneless chuck.	84 1/2
Shank meat.	64 1/2
No. 1 beef trimmings.	6 1/2
Beef hearts.	5 1/2
Beef cheeks, trimmings.	5 1/2
Dr. can. cows, 300 lbs. and up.	6
Dr. cutters, 350 lbs. and up.	6
Dr. biologs, bulls, 500-700 lbs.	7 1/2
Beef tripe.	34 1/2
Cured pork tongues (can. trm.).	15

SAUSAGE CASINGS.

(F. O. B. CHICAGO.)

Beef rounds, domestic, 150 sets, per tierce per set.	15 1/2
Beef rounds, export, 225 sets, per tierce, per set.	21
Beef middles, 110 sets, per tierce, per set.	21
Beef bungs, No. 1, 400 pieces, per tierce, per piece.	26
Beef bungs, No. 2, 400 pieces, per tierce, per piece.	18
Beef weaners, No. 1, per piece.	17
Beef weaners, No. 2, per piece.	12
Beef bladders, small, per dozen.	1.30
Beef bladders, medium, per dozen.	1.85
Beef bladders, large, per dozen.	2.15
Hog casings, medium, 10 lbs. per lb.	1.50
Hog casings, narrow, 10 lbs. per lb.	1.25
Hog middles, without cap, per set.	18
Hog bungs, export.	29
Hog bungs, large, prime.	21
Hog bungs, medium.	14
Hog bungs, small, prime.	10
Hog bungs, narrow.	5
Hog stomachs, per piece.	7

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.	14.00
Honeycomb tripe, 200-lb. bbl.	16.00
Pocket honeycomb tripe, 200 lb. bbl.	18.00
Pork feet, 200-lb. bbl.	15.50
Pork tongues, 200-lb. bbl.	53.00
Lamb tongues, long cut, 200-lb. bbl.	48.00
Lamb tongues, short cut, 200-lb. bbl.	57.00
Mess pork, regular.	88.00
Family back pork, 20 to 34 pieces.	36.00
Family back pork, 35 to 48 pieces.	37.00
Clear back pork, 40 to 50 pieces.	39.00
Clear plate pork, 25 to 35 pieces.	32.50
Clear plate pork, 35 to 45 pieces.	30.00
Brisket pork.	40.50
Beef pork.	30.00
Plate beef.	20.00
Extra plate beef, 200 lb. bbls.	21.00
Ash pork barrels, black iron hoops.	1.50@1.52
Oak pork barrels, black iron hoops.	1.70@1.72
Ash pork barrels, galv. iron hoops.	1.70@1.72
Red oak lard tierces.	2.10@2.17
White oak lard tierces.	2.35@2.40
White oak ham tierces.	2.70

COOPERAGE.

Ash pork barrels, black iron hoops.	1.50@1.52
Oak pork barrels, black iron hoops.	1.70@1.72
Ash pork barrels, galv. iron hoops.	1.70@1.72
Red oak lard tierces.	2.10@2.17
White oak lard tierces.	2.35@2.40

OLEOMARGARINE.

Highest grade natural color animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.	22
White animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.	22
Nut margarine, 1 lb. cartons, f.o.b. Chicago.	22
Pastry oleomargarine, 66-lb. tube, f.o.b. Chicago.	16

DRY SALT MEATS.

Extra short clears.	19
Short clear middies, 90-lb. avg.	20
Clear bellies, 14@16 lbs.	21
Clear bellies, 18@20 lbs.	22
Clear bellies, 25@30 lbs.	21
Rib bellies, 20@25 lbs.	21
Rib bellies, 25@30 lbs.	21
Fat backs, 10@12 lbs.	15
Fat backs, 12@14 lbs.	15
Fat backs, 14@16 lbs.	16
Regular plates.	17
Butts.	14
Extra short clears.	19
Short clear middies, 90-lb. avg.	20
Clear bellies, 14@16 lbs.	21
Clear bellies, 18@20 lbs.	22
Clear bellies, 25@30 lbs.	21
Rib bellies, 20@25 lbs.	21
Rib bellies, 25@30 lbs.	21
Fat backs, 10@12 lbs.	15
Fat backs, 12@14 lbs.	15
Fat backs, 14@16 lbs.	16
Regular plates.	17
Butts.	14

WHOLESALE SMOKED MEATS.

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Retail Section

Dealer Must Know Meat Business

Adequate and Modern Equipment And Knowledge of the Meat Trade Are Essential to His Success

Some very remarkable facts were brought out by the U. S. Department of Agriculture in its investigation of retail meat marketing.

It showed, for example, that more than half of the stores studied had no fixed method of determining prices for all retail cuts. And most of them did not make cutting tests regularly.

"There is only one method," says the report, "by which retail prices of meat can be determined with accuracy, and that is by frequent cutting tests."

Clean Shops Increase Sales.

The first installment of this interesting report was printed in the June 20 issue of THE NATIONAL PROVISIONER. It dealt largely with sanitation as found in the various kinds of stores in different cities. Some examples of poor sanitation were mentioned, and some outstanding sanitary successes were described. It was shown by this study that strict practice of sanitary methods tends to increase meat consumption.

The various types of stores studied

were described, ranging from combination stores, public markets and chain stores to peddler wagons and curb wagon stands.

In the second installment of this report, given here, the importance of modern equipment and knowledge of the business is forcefully brought out.

Some examples of misleading practices and deception, which unfortunately are to be found occasionally in the trade, were cited. They consist generally of false advertising, misleading meat displays, substitution and short weighing.

There is no question but that this very small minority of unscrupulous dealers will be driven out of business when the full extent of their operations are known to the honest, honorable meat dealers and to the consuming public.

Every effort should be made to eliminate these few dealers, whose presence in the business works a hardship on every reputable dealer.

their relation to efficient operation should not be overlooked.

An outstanding essential to business success is "knowledge."

The survey has shown conclusively that

What Retail Meat Industry Needs

(EDITOR'S NOTE.—This is the second installment of the second preliminary report of the government survey on retail meat conditions in the United States. The first installment and a brief summary were printed in THE NATIONAL PROVISIONER of June 20, 1925.

This report is made by W. C. Davis, of the U. S. Bureau of Agricultural Economics, assisted by K. B. Gardner and L. A. Adams.)

Facilities and Equipment.

Modern equipment and adequate facilities commensurate with volume of business is essential to success in the retail meat business. Together they are an economic factor which tends to decrease waste and shrinkage.

Many in the retail meat industry, although they may be efficient in methods of operation, do not fully appreciate the importance of these factors.

An outstanding feature of practically all meat markets, both large and small, located in Pacific Coast cities as compared to all other sections, is the very high percentage of markets that are equipped with ice machines, refrigerated show cases and to some extent refrigerated show windows. Following as a close second are some cities in the north central states.

High rents during recent years and uncertainty of renewals of existing leases in the large eastern cities has, to a considerable extent, been a deterrent factor in the installation of modern refrigerating systems.

The importance, however, of these factors from an economic standpoint and

a very large percentage of men engaged in the retail meat business have no conception of the value of knowledge as applied to the business of retailing meats.

Many are in the business because profits looked large. At most they possessed only a general knowledge of the business, and knew practically nothing as to its requirements. As a rule they knew little of quality in meats and could not distinguish sex or class.

Because of inexperience, they lacked initiative in methods of selling and display, did not know the value of cutting tests as a basis for price determination, but chose rather to be guided by prices advertised by some local competitors.

To a very great extent their business was operated mostly on guess.

Many Dealers Inexperienced.

Men engaged in the business of retailing meats were interviewed who had been in the business of mending shoes only a few months previous; others were interviewed who had stepped from a machinist's bench to position of meat cutter and operator of retail markets. In at least one case a proprietor of a shoe shining parlor had changed to the actual operation of a meat market!

None of these had any previous knowledge of the meat business. Most of them were discouraged because of losses, and were looking for an opportunity to go back to their old lines of work.

These and numerous other cases were found where inexperience and lack of practical knowledge resulted either in failure, discouragement or dissatisfaction. In some such cases the policy of charging the public "all the traffic will bear" brought about a period of temporary prosperity.

Because of these deficiencies, percentages of waste were enormous. Cost of operation was unknown and inventories were seldom taken.

Recognizing the effect such practices have on the meat industry in general, efficient retail meat dealers everywhere strongly advocate a compulsory apprenticeship period and a license system based on definite qualifications of the applicant.

Out-of-Date Methods Found.

Yet another type of dealer was found in all cities who failed to appreciate modern merchandising methods of the present time. These generally followed closely rather well-defined practices of their fathers from whom the business was inherited. A characteristic reply in defense of their antiquated methods was "my father did this for forty years."

In stores of this type records usually were absent or very incomplete.

A striking illustration was found where a retail dealer, in business for over thirty years, was induced at the beginning of 1923 to install a simple bookkeeping system, the first he had ever used. In all other respects his business was continued as before.

At the close of 1923 his balance sheet showed a loss, and his salary for the year was only \$1,200. Similar conditions had probably existed from year to year over a long period and yet the proprietor thought he was making money.

An Example of Efficiency.

On the other hand the results of thorough application of practical knowledge to a business handed down from father to sons, in which due recognition was given to the effect of economic changes in modes of living, was shown by a detailed study of an outstanding efficient store.

Retail Cutting Tests

Do you make your own cutting tests, Mr. Retailer?

You are working in the dark if you do not!

The valuable series of articles on cutting tests for the retail meat dealer which ran in THE NATIONAL PROVISIONER has been reprinted into one pamphlet. It makes a handy reference guide to follow in making your cutting tests. Every retailer needs one.

They may be had by subscribers by sending in the attached coupon, together with 5 cents in stamps:

The National Provisioner,
Old Colony Bldg., Chicago, Ill.

Please send me copy of reprint on "Cutting Tests for Retailers."

Name

Street

City

Enclosed find 5 cents in stamps.



"SUCCESSFUL MARKETS"

We illustrate many such markets in folders which are now being mailed. If you are not already receiving these, write us at once to put your name on our list.

If You Have Been Waiting for Summer to Get Yours NOW IS THE TIME

And we are prepared to meet your need for quick delivery. No waiting—no stalling for time—just quick service. Order now and get the full benefit of your Refrigerator Display Case all summer.

BERNARD GLOEKLER CO.
"Pioneer Manufacturers of Refrigerator Display Cases"
 1627-29-31-33 Penn Ave., Pittsburgh, Pa.

GLOEKLER PITTSBURGH
 65 YEARS MANUFACTURING BUTCHERS' EQUIPMENT
 PA

This store is located in one of our middle western cities and has been established forty-two years. The father is still active in the business.

The store is of the combination type, handling groceries, fruits and vegetables and meats. A bakery is operated in connection with the business.

Every department is systematized, and cost of operation by departments is known. Monthly inventories are a regular feature. There is no guess work. Insufficient or excessive margins and losses are determined quickly and nothing is left to chance.

Practical knowledge is apparent in every operation and thoroughness is shown by results. In all respects this store is a striking example of efficiency in which workmanship and ability are outstanding.

Lack of practical knowledge on the part of retail dealers is probably one of the greatest undermining factors with which the industry has to deal, yet there are many of long experience in the business who do not appreciate the value of frequent cutting tests as a means of definitely determining prices.

Methods of Determining Prices.

Practice has proven that there is only one method by which retail prices of meats can be determined with accuracy, and that is by frequent cutting tests.

Yields of cuts vary with grade or quality. Yields also vary between meat cutters. No two cut exactly alike.

Shrinkage is a factor and this is influenced by seasons and climatic conditions. These variations, therefore, must be reckoned with.

Because of local conditions and shifting of demand for certain cuts, frequent adjustments in prices are necessary in order to maintain a fair ratio between costs and retail prices.

For these reasons no fixed chart of retail prices based on carcass cost and yields of retail cuts can be used with any de-

gree of accuracy.

Most retail dealers have a knowledge of the variations in all of these factors, yet a large percentage continue to operate without any definite means of determining prices.

Most Stores Made No Cutting Tests.

More than fifty per cent of stores in which studies were made had no fixed method of determining prices for all retail cuts, which would insure a fair and satisfactory average return on the investment.

In only a small percentage of stores were cutting tests made with any degree of regularity, and in a majority of stores cutting tests were very infrequent or did not occur at all.

Differences in percentage yields of cuts from carcasses of different grades are not understood to an appreciable extent.

Accounts Often Inadequate.

Dependable and accurate records and accounts were found to go hand in hand with a practical knowledge of the business.

Other than a record of receipts and disbursements from which to figure income tax returns, there is a marked lack of any adequate system in use by small store operators generally.

Approximately seventy per cent of this type are trying to operate without records that will show results. The weakness in this respect is outstanding and is particularly true where the management lacks a practical knowledge of the business, and applies alike to combination stores and straight meat markets.

Records of results is one of the prime requisites of an efficient store, and is the only method by which efficiency and progress can be measured. Without such a system no merchant can intelligently render a public service and meet competition.

In combination stores, separate costs covering operation of the meat department are seldom found. Many operators of such

stores do not appreciate the fact that all departments cannot be operated on the same percentage of overhead, yet the variations in these respects are not generally considered.

[Next week deceptive practices, false advertising and short weights will be discussed.]

Tell This to Your Trade!

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

COMBINING FOODS.

Most people get tired of the same old combinations of foods, especially in the summer time. They want a change, yet do not know what vegetables lend themselves to various kinds of meat.

Suggest these "different" combinations to your customers. They were prepared by Miss Gudrun Carlson, director of the Department of Home Economics of the Institute of American Meat Packers.

Lamb roast with sauted egg plant.
 Spare ribs with mashed turnip or rutabaga.

Cold roast beef with stuffed baked peppers.

Cold tongue with spinach timbales.
 Lamb or veal steak with squash souffle.

Cold corned beef with browned parsnips.
 Fried salt pork with corn pudding.
 Baked ham with orange fritters.

Roast beef with Brussels sprouts in cream sauce.

Mutton in almost any form with salsify.
 Veal steak or cutlets with broiled tomatoes.

Pork roast or steak with baked onions.

New York Section

George Eckhouse, purchasing department, Wilson & Company, Chicago, was in the city.

Mr. and Mrs. L. O. Washington will spend the Fourth of July holidays in Providence, R. I.

B. Reed, traffic department, Cudahy Packing Company, Chicago, was a visitor to the city this week.

Ben Braun of the Jacob Dold Packing Company, Buffalo, was a visitor on the Produce Exchange floor.

Mr. and Mrs. A. F. Grimm of Park Avenue motored up to New Canaan, Conn., over the week end.

C. H. Richardson, construction department, Swift & Company, Chicago, was in New York during the week.

R. W. Miller, head of the beef department of Armour and Company in New York, has returned from a business trip to Chicago.

C. H. McDowell, president of the Armour Fertilizer Works, and W. H. Raymond and Thomas McCormack of the Armour Soap Works, Chicago, were visitors to New York.

Chas. Stadler, of Stadler, Levine and Cravins, packinghouse engineers, is on an automobile trip to his home town in Wisconsin. Mr. Stadler is combining business with pleasure and will stop in Chicago en route.

The sympathy of the trade is being extended to J. A. McHugh of the credit department, Wilson & Company, and president of the Hotel and Restaurant Credit Association, in the passing of his mother last week.

The lure of Atlantic City has again captured Miss Bessie M. Smith, secretary to general manager George J. Edwards, Swift & Company, New York City. Miss Smith started a vacation at the famous seaside resort on Saturday.

A surprise boudoir shower was tendered by Miss Betty Maher to Miss Elsie Dullin, who is the fiance of Frank Kunkle, Jr., son of Mr. and Mrs. Frank Kunkle, at the home of Phyllis Hamon in 164th Street recently.

Philip Gerard, president of the Bronx Branch, U.M.B.A., and Mrs. Gerard celebrated their 28th wedding anniversary at Brentwood-in-the-Pines at the outing of the Ladies' Auxiliary. Their son and his wife, whose fourth anniversary occurred on the same day, and their little daughter celebrated at the same time.

Special notices were sent out to its members by the Washington Heights Branch, United Master Butchers of America, to attend the meeting on Monday evening to welcome the newly-elected state president, Fred Hirsch. In a short address Mr. Hirsch stated he had mapped out a campaign for the fall and winter months, but that his first duty would be to visit all the Greater New York locals before doing any outside work. He also announced that he would be glad to hear from any member who needed his services or advice; also, if they had any grievances whatever, would write him direct. There were delegations present from the Bronx and Washington Heights Branches.

Miss Florence Schaefer, youngest sister of Mrs. William Zeigler, president of the Ladies' Auxiliary, and of Oscar Schaefer of Ye Olde New York Branch, United Master Butchers of America, was married on Thursday, June 25th, to Dr. Floyd P. Hunt at her home in Jeffersonville, N. Y. The couple are on an automobile honeymoon.

The following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the city of New York during the week ending June 20, 1925: Meat—Manhattan, 5,041 lbs.; Queens, 239 lbs.; total, 5,280 lbs. Fish—Manhattan, 50 lbs. Poultry and Game—Richmond, 3 lbs.

Miss Ethel Hembdt, second daughter of Mr. and Mrs. Charles Hembdt of Washington Heights, who recently celebrated her nineteenth birthday, in three short years of business life, has reached the top rung of the ladder. This week she has been made assistant to the president of the company with which she has been connected in various capacities since graduating from high school.

Members of Ye Olde New York and Washington Heights Branches, the United Master Butchers of America, attended the meeting of the Bronx Branch on Wednesday evening of last week to congratulate the new State president, Fred Hirsch, in his own meeting-room. Mr. Hirsch was the host for the evening and furnished both liquid and solid refreshments. The members of this Branch will close their shops at noon on Fourth of July.

Moe Loeb, past president of the State Association, United Master Butchers of America, with Mrs. Loeb, sailed for California, Thursday, June 25th, on the steamer Midland via the Panama Canal. Mr. and Mrs. Loeb expect to spend the summer at the Coast and return to New York about September 9th. Owing to his illness it is not possible for Mr. Loeb to make the trip across the mountains, and his many friends hope the quiet and rest of the sea trip will entirely restore his health.

A trip of some three months duration will commence on July 9th when E. F. Schwitzke, president of the Casings Produce Company, of No. 80½ Pearl Street, will sail for Europe on the SS. Olympia. This is Mr. Schwitzke's first trip across, and while, as usual, his thoughts will be of business, he will make it a real honeymoon, as Mrs. Schwitzke will be with him. Mr. Schwitzke intends visiting all places of interest, including Switzerland, Italy, England, Russia, Holland, Germany—and Paris, of course.

State President Fred Hirsch is anxious to have as many members of the local branches as possible attend the convention of the National Association of Retail Meat Dealers, and to this end is working with the representatives of the railroads for a straight through service from New York to Omaha. It is planned to have the delegates leave New York on Saturday afternoon, August 1st, at 5:30 P. M., arriving in Chicago at 4:00 P. M. on Sunday, and there joining the national special, which leaves at 6:00 P. M., arriving in Omaha at 8:00 A. M. on Monday. Delegates will buy tickets on the certificate plan, and if 250 are present from all over the country half fare will be secured for the return trip, in addition to stop-over privileges.

DINNER OF BUTCHERS' LADIES.

The longest day of the year, the first day of summer and most important of all, "Father's Day", were a combination that just had to prove lucky and successful. And they did. The first bus ride and dinner held by the Ladies' Auxiliary of the United Master Butchers of America, which seemed a huge undertaking in the beginning, was such a big success that there will be a waiting list next year.

Shortly after nine o'clock last Sunday morning the bus left 57th Street and Lexington Avenue, and after an enjoyable ride of some three hours reached Ehler's Inn at Brentwood-in-the-Pines. Here the gathering was increased by those who had motored out in their own cars, and a most enjoyable dinner satisfied the appetites stimulated by the ride.

After dinner the president, Mrs. William Zeigler, thanked the committee and the guests for their work and support and called upon the following, who made appropriate speeches: state president Fred Hirsch, chairman of the meat council, Frank P. Burck, Mrs. Charles Hembdt, Mrs. S. Metzger, Mrs. Fred Hirsch, Mrs. DiMatteo, Joseph Eschelbacher, Mrs. Frank P. Burck, Philip Gerard, David Van Gelder, William Zeigler, Miss Phillips of THE NATIONAL PROVISIONER, and Mrs. Schusterman, who requested to say a few words on the wonderful affair from the point of view of an outsider.

Games were enjoyed by the children as well as the parents. The winners of the children prizes were George (Buddy) Anselm, Rosetta Van Gelder and J. Van Gelder.

A telegram expressing regret at the absence of the Schumachers due to the illness of Mrs. Rudy Schumacher, was wired.

Among those present were state president and Mrs. Fred Hirsch and daughter, chairman of the meat council and Mrs. Frank P. Burck, president of the Bronx Branch and Mrs. Philip Gerard with their son, daughter-in-law and granddaughter, president of the Washington Heights Branch and Mrs. Joseph Eschelbacher; Mr. and Mrs. William Zeigler, Mr. and Mrs. O. Schaefer and daughters, Mr. and Mrs. Chas. Hembdt and daughters; Mr. and Mrs. E. Schmelzer, Mr. and Mrs. S. Metzger, Mr. and Mrs. Anselm, son and daughters; Mr. and Mrs. Frank Kunkle; Mr. and Mrs. John Bealin; Mr. and Mrs. Walter Elsass, Mr. and Mrs. G. Backes, Mr. and Mrs. Roth, Mr. and Mrs. Papp, Mr. and Mrs. Vogt; Mr. Bernharem; Mr. and Mrs. A. DiMatteo, daughters and sister, Mr. and Mrs. D. Van Gelder and daughter; Mr. and Mrs. B. Van Gelder; Mr. and Mrs. Schusterman; Mr. and Mrs. Steigerwald, Mr. and Mrs. Wertheimer, son and daughter; Mr. and Mrs. Geisler, son and daughter.

Such a wonderful spirit of harmony prevailed that three guests became members of the Auxiliary.

PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zauz.)

New York, June 25, 1925.—Wholesale prices on green and sweet pickled pork cuts: Pork loins, 29-31c; green hams, 8-10 lbs., 25c; 10-12 lbs., 24½c; 12-14 lbs., 24c; green picnics, 4-6 lbs., 15½-16c; 6-8 lbs., 14½-15c; green clear bellies, 6-8 lbs., 28½c; 8-10 lbs., 28c; 10-12 lbs., 27½c; 12-14 lbs., 27c; S. P. bellies, 6-8 lbs., 24c; 8-10 lbs., 25c; 10-12 lbs., 24c; 12-14 lbs., 24c; S. P. Hams, 8-10 lbs., 24½c; 10-12 lbs., 24c; 12-14 lbs., 24c; 18-20, 25½c; dressed hogs, 19¾c; city steam lard, 17½c; compound, 12½-13c.

LOCAL AND PERSONAL.

Bradley-McLeaish Market, Inc., has been incorporated in Dallas, Tex., with a capital stock of \$2,000 by James Bradley, Robert B. and Mrs. Mabel J. McLeaish.

A new meat market has been opened at 1305 West Thirtieth street, Indianapolis, Ind., by H. D. Siegmund.

The meat market located at 2311 East Tenth street, Indianapolis, Ind., has been sold to William R. Rosenstahl.

A new meat market has been opened at 2401 East Michigan street, Indianapolis, Ind., by H. E. Steinsberger.

A new meat market has been opened at 4025 East Tenth street, Indianapolis, Ind., by the Brunson Meat Market.

A new meat market has been opened in Oshkosh, Wis., by Walter Scott.

Francisco Grocery & Market Company has been incorporated at 900 N. Francisco avenue, Chicago, with a capital stock of \$5,000 by Fannie and Bernard Orwicz.

A new meat market, known as the Gem Meat Market, has been opened in Blackfoot, Idaho, by Albert Miller and Henry Burt.

J. G. Soden has sold his City Meat Market in Sunnyside, Wash., to Gordon Wilson.

Evanston Meat Market Company has been incorporated in Evanston, Wyo., with a capital stock of \$50,000 by William H. Marsh, George A. Peart and Emma Marsh.

A new meat market has been opened in Cascade, Mont., by Horace Patterson.

J. D. Hillyer has sold his meat market in Glenrock, Wyo., to Harry Robertson.

The Grimsrud and Blomquist Meat Market and Grocery in Superior, Wis., was recently damaged by fire.

E. R. Johnson has sold his Cash Meat Market in Larimore, N. D., to Anthony Gass.

A new meat market has been opened in Eureka, Calif., by W. W. Thorne.

The meat market of Warren Platt in Ephrata, Wash., was recently destroyed by fire.

The meat markets of Wyatt & Murray and Brown & Fountain in Winchester, Idaho, were recently destroyed in the fire that swept the city.

A new meat market has been opened in Fullerton, Calif., by Charles Pospisil.

A new meat market, known as the Crescent Market, has been opened in Pawhuska, Okla., by C. F. Means.

N. E. Maret, of the Maret Grocery Company, Grand Saline, Tex., plans to install a meat department.

J. R. Aaron has sold his meat market in Ft. Stockton, Tex., to Douglas Adams and Benjamin Reed.

R. H. Fuqua has sold his meat market and grocery in Providence, Ky., to J. R. Powell.

E. F. Blocker and D. F. Prescott have consolidated their grocery and meat market businesses in Elba, Okla.

Walter Schaefer has sold his interest in the City Meat Market in O'Fallon, Ill., to John Proffitt.

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Palace Market, 1115 Ludington street, Escanaba, Mich., has been sold by its owner, Ed. Bittner, to Edward E. Heric and Mr. Hodgkins.

J. M. Arnold and Harry Arnold have sold their meat market in Williamstown, Ky., to A. C. Arnold.

Roy Cole has sold the Bon Ton Meat Market in Oakley, Mich., to Howard Peters.

I. L. Stebbins has sold his meat market in North Platte, Neb., to R. L. North.

Frank Bourke & Son have sold their meat business in Murdock, Neb., to E. A. Kroh.

T. E. Sleight is about to open a meat market and grocery store in Drake, N. D.

G. W. Tabler and H. A. Plomeson have purchased the Peters meat and grocery business in Sibley, Ia.

G. E. Dickinson and Geo. Wilson have purchased the Chinook Meat Market in Chinook, Wash., from L. C. Fenn.

D. C. Demasters has purchased the meat market of T. Lunders in Lewiston, Ida.

M. J. Hally has opened the Weiser Meat Market in Weiser, Ida.

C. F. Lear has sold his meat market in Highland, Kas., to Estes & Waite.

Wilbur Williamson and Emory Nobles have purchased the meat market of Chas. Steinman, 5 S. Santa Fe Ave., Chanute, Kans.

Jess Campbell and Clyde Smith have purchased the Crescent Meat Market, Kingfisher, Okla.

R. J. McCool, of Seattle, will open a branch meat market in Kent, Wash.

A new meat market has been opened in Keller, Wash., by Geo. Tavenor.

James Barrett has purchased the meat business of A. R. Brown in Ashland, Ore.

Albert Weidener has engaged in the retail meat business in Beaver Creek, Ore.

L. P. Reilly has sold his interest in the Pilot Rock Meat Co., Pilot Rock, Ore., to A. F. Michael.

W. A. Weaver has sold the City Market in Bend, Ore., to Peter LeBrun.

E. C. Thompson is reported to have purchased meat market of H. N. Rodda, Vashon, Wash.

C. W. McNamer has opened a meat market in Heppner, Ore.

BUTCHER SUPPLY MEN MEET.

De Witt C. Reed, secretary of the National Butchers' & Packers' Supply Association, held a zone meeting of association members at the City Club in St. Louis, Mo., on Monday, June 22nd. The meeting included luncheon. It was attended by representatives of almost all of the butcher and packer supply companies in St. Louis.

Mr. Reed is taking to his new work in splendid style and is proving of great value to the members. He made such a hit at this meeting that one of the members asked him to tell just how the association was so fortunate as to secure his services.

For Sausage Makers

BELL'S

Patent Parchment Lined

**SAUSAGE
BAGS**

and

**SAUSAGE
SEASONINGS**

For Samples and Prices, write

THE WM. G. BELL CO.
BOSTON MASS.

KERN "HOOKED 'ER TO BILER."

The new packing plant of George Kern, Inc., New York City, which is a model of its kind, is to be equipped exclusively with Ridgway steam hydraulic elevators. George Kern is noted for his close study of economical and effective methods, which probably accounts for his selection of this type of equipment.

HOTTMANN GETS ORDERS.

The Hottmann Twin-Screw Combined Meat Cutter and Mixer was selected by one of the world's greatest packers and sausage makers, and six machines were ordered the past month. Tests made over a long period, and not salesmanship, determined the placing of this order, according to the manufacturers.

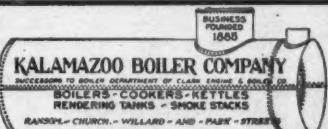
How should a refrigerator car be prepared and chilled before loading beef? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

H. G. S.

Packing House White Paint

Harry G. Sargent Paint Co.

502 Mass. Ave., INDIANAPOLIS, IND.



In Spices, too, the Best Is The Cheapest

J. K. LAUDENSLAGER, Inc.

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Importers **SPICES** Grinders

Butchers Mills Brand

40 years reputation among packers for quality

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, medium.....	\$ 8.00@10.00
Cows, canners and cutters.....	2.50@ 3.75
Bulls, bologna.....	4.75@ 5.65

LIVE CALVES.

Calves, veal, prime, per 100 lbs.....	@13.00
Calves, veal, good to choice.....	11.00@11.50
Calves, veal, culs, per 100 lbs.....	6.00@ 8.00

LIVE SHEEP AND LAMBS.

Lambs, choice.....	@17.00
Lambs, fair to good, per 100 lbs.....	16.50@16.75
Ewes.....	3.00@ 6.00

LIVE HOGS.

Hogs, heavy.....	13.10@14.00
Hogs, medium.....	13.10@14.00
Hogs, 100 lbs.....	13.80@13.90
Hogs, 140 lbs.....	@13.75
Pigs, under 70 pounds.....	13.00@13.25
Roughs.....	11.00@11.25

DRESSED BEEF.

Choice, native, heavy.....	17 1/2@18
Choice, native, light.....	18 @19
Native, common to fair.....	16 @17

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.....	17 @18
Native choice yearlings, 400@600 lbs.....	19 @19 1/2
Western steers, 600@800 lbs.....	15 @16
Texas steers, 400@600 lbs.....	13 @14
Good to choice heifers.....	17 @18
Good to choice cows.....	13 @14
Common to fair cows.....	10 @12
Fresh bologna bulls.....	9 @10

BEEF CUTS.

	Western.	City.
No. 1 ribs.....	@22	@24
No. 2 ribs.....	19 @21	19 @21
No. 3 ribs.....	@14	17 @18
No. 1 loins.....	@24	28 @30
No. 2 loins.....	@20	24 @27
No. 3 loins.....	@14	22 @23
No. 1 hinds and ribs.....	23 @24	21 @25
No. 2 hinds and ribs.....	20 @21	20 @21
No. 3 hinds and ribs.....	17 @18	19 @20
No. 1 rounds.....	@18	@19
No. 2 rounds.....	@14	15 @16
No. 3 rounds.....	@12	@14
No. 1 chuck.....	@12	12 @13
No. 2 chuck.....	@10	11 @12
No. 3 chuck.....	@ 8	9 @10
Bolognias.....	@ 6	10 1/2@11
Rolls, reg., 6@8 lbs. avg.....	22 @23	
Rolls, reg., 4@5 lbs. avg.....	17 @18	
Tenderloins, 4@5 lbs. avg.....	50 @50	
Tenderloins, 5@6 lbs. avg.....	50 @50	
Shoulder clods.....	10 @11	

DRESSED CALVES.

Prime.....	21 @22
Choice.....	18 @20
Good.....	16 @17
Medium.....	13 @14

DRESSED HOGS.

Hogs, heavy.....	@19%
Boars, 150 lbs.....	@18
Hogs, 100 lbs.....	@18 1/2
Pigs, 80 lbs.....	@19%
Pigs under 140 lbs.....	@19%

DRESSED SHEEP AND LAMBS.

Lambs, choice spring.....	31 @32
Lambs, poor grade.....	26 @27
Sheep, choice.....	17 @18
Sheep, medium to good.....	16 @17
Sheep, culs.....	14 @16

SMOKED MEATS.

Hams, 8@10 lbs. avg.....	25 1/2@26
Hams, 10@12 lbs. avg.....	25 @26
Hams, 12@14 lbs. avg.....	25 @26
Picnics, 4@6 lbs. avg.....	17 1/2@18
Picnics, 6@8 lbs. avg.....	17 @18
Rollettes, 6@8 lbs. avg.....	18 1/2@19
Beef tongue, light.....	35 @38
Beef tongue, heavy.....	38 @40
Bacon, boneless, Western.....	32 @33
Bacon, boneless, city.....	27 @28
Pickled bellies, 10@12 lbs. avg.....	23 1/2@24

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FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. avg.....	24 @25
Pork tenderloins, fresh.....	45 @50
Pork tenderloins, frozen.....	40 @45
Shoulders, city, 10@12 lbs. avg.....	18 @19
Shoulders, Western, 10@12 lbs. avg.....	17 @18
Butts, boneless, Western.....	25 @26
Butts, regular, Western.....	20 @21
Hams, city, fresh, 8@10 lbs. avg.....	26 @27
Hams, Western, fresh, 10@12 lbs. avg.....	25 @26
Picnic hams, Western, fresh, 6@8 lbs. avg.....	17 @18
Pork trimmings, extra lean.....	23 @23
Pork trimmings, regular, 50% lean.....	13 @14
Spare ribs, fresh.....	18 @14
Leaf lard, raw.....	17 @18

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pcs.....	90.00@100.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.....	67.00
Black hoof, per ton.....	40.00@50.00
Striped hoofs, per ton.....	40.00@50.00
White hoofs, per ton.....	35.00
Thick bones, avg. 85 to 90 lbs., per 100 pieces.....	100.00
Horns, avg. 7 1/2 oz. and over, No. 1s.....	300.00@325.00
Horns, avg. 7 1/2 oz. and over, No. 2s.....	250.00@275.00
Horns, avg. 7 1/2 oz. and over, No. 3s.....	200.00@225.00

FANCY MEATS.

Fresh steer tongues, untrimmed.....	15@20c
Fresh steer tongues, L. C. trim'd.....	15@20c
Calves' heads, scalded.....	15@20c
Sweetbreads, veal.....	17@20c
Sweetbreads, beef.....	15@20c
Beef kidneys.....	15@20c
Mutton kidneys.....	15@20c
Livers, beef.....	17@20c
Oxtails.....	15@20c
Hearts, beef.....	15@20c
Beef hanging tenders.....	15@20c
Lamb fries.....	15@20c

BUTCHERS' FAT.

Shop fat.....	2 1/2
Breast fat.....	4
Edible suet.....	5 1/2
Cond. suet.....	4 1/2
Bones.....	20

SPICES.

	Whole.	Ground.
Pepper, Sing., white.....	23	26
Pepper, Sing., black.....	15	18
Pepper, Cayenne.....	11	18
Pepper, red.....	..	22
Allspice.....	11	14
Cinnamon.....	12	16
Coriander.....	6	9
Cloves.....	25	30
Ginger.....	24	27
Mace.....	1.10	1.20

GREEN CALFSKINS.

	Kip.	H. kip.
Prime No. 1 veals.....	2.65	2.90
Prime No. 2 veals.....	2.45	2.65
Buttermilk No. 1.....	2.30	2.55
Buttermilk No. 2.....	2.10	2.30
Franderd Grub.....	1.70	1.90
Number 3.....	..	2.15
	At Value	

CURING MATERIALS.

In lots of less than 25 bbls.: Bbls. per lb.	Bags.
Double refined saltpetre, granulated.....	64c
Double refined saltpetre, small crystal.....	74c
Double refined nitrate soda, granulated.....	4c

In 25 barrel lots:	
Double refined saltpetre, granulated.....	64c
Double refined saltpetre, small crystal.....	74c
Double refined nitrate soda, granulated.....	4c

Carcined lots:	
Double refined saltpetre, granulated.....	64c
Double refined nitrate soda, granulated.....	4c

DRESSED POULTRY.

Fowls—fresh—dry packed—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.....	28 @30
Western, 48 to 54 lbs. to dozen, lb.....	28 @30
Western, 48 to 47 lbs. to dozen, lb.....	27 @29
Western, 36 to 42 lbs. to dozen, lb.....	26 @28
Western, 30 to 35 lbs. to dozen, lb.....	24 @26
Fowls—fresh—dry packed, milk fed—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.....	31 @32
Western, 48 to 54 lbs. to dozen, lb.....	31 @32
Fowls—fresh—dry packed—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.....	28 @29
Western, 48 to 54 lbs. to dozen, lb.....	28 @29
Fowls—fresh—dry packed—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.....	31 @32
Western, 48 to 54 lbs. to dozen, lb.....	31 @32

LIVE CATTLE.

Western, 45 to 47 lbs. to dozen, lb.....	30 @31
Western, 36 to 42 lbs. to dozen, lb.....	29 @30
Western, 30 to 35 lbs. to dozen, lb.....	27 @28
Fowls—fresh—dry packed—barrels—fair to good:	
Western, 6 lbs. and over, lb.....	26 @28
Western, 5 to 5 1/2 lbs., lb.....	26 @28
Western, 4 to 4 1/2 lbs., lb.....	26 @28
Western, 3 1/2 lbs., lb.....	24 @26
Western, 3 lbs. each and under, lb.....	23 @25

Ducks—

Long Island, bbls., No. 1, lbs.....	123
-------------------------------------	-----

Squabs—

White, 12 lbs. to dozen, per dozen.....	5.50@6.00
---	-----------

White, 10 lbs. to dozen, per dozen.....	

**An "Economizer"
For Rendering Plants**

Tested
and
Proven



Over
60
in Use

The Bannon Separator

The Bannon Company, Limited

32 Illinois St. Buffalo

**Standard 1500-lb.
Ham Curing Casks**



Write for Prices and Delivery

Bett Bros. Mfg. Co. WARSAW,
ILLINOIS



When you
think of

Baskets

THINK OF



LIGHTEST STRONGEST
BEST
A. Backus, Jr. & Sons
Dept. N.
DETROIT, MICH.

**Hog Hair Bought
by
WILKINS BROS.**

2401 Frederick Avenue
Baltimore, Md.

Mail us samples with lowest quotations.

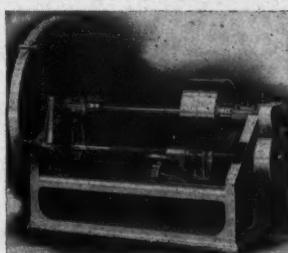
**Chop more at less cost
with "Enterprise" No. 156**

An efficient belt-driven chopper with a capacity per hour of 2,000 lbs. Equipped with extra heavy pulleys, 20x3 $\frac{1}{4}$ ", running 300 r.p.m. with 5 to 7 h.p.

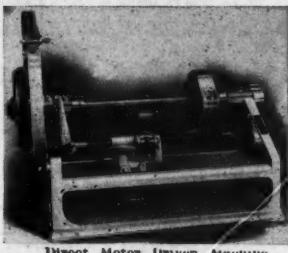
No gears. Pulleys are placed directly on socket shaft.

"Enterprise" No. 156 runs smoothly and silently. It will save time and labor for you. It will produce more cut meat than a corresponding size of geared

**The Link-Belt Beef Chipper and Bacon Slicer Is Used
and Endorsed By the Leading Packers.**



Belt Driven Machine



Direct Motor Driven Machine

THE Link-Belt machine has proved indispensable where large production and uniformity of product is the rule. Such successful concerns as Armour, Morris, Cudahy, Libby, McNeill & Libby, and numerous others, large and small, have used the Link-Belt Beef Chipper and Bacon Slicer for years, with eminent satisfaction.

This machine is convertible from a beef chipper to bacon slicer in two minutes, and turns out smoothly cut slices of uniform thickness. In one instance two Model "A" Link-Belt machines replaced three very busy machines of the older type. Furnished with or without steel table, and with belt or motor drive, as desired. Write for full particulars.

LINK-BELT COMPANY
300 West Pershing Road, Chicago 2071

Thermoseal Scales

Designed especially for use in packing departments of cold storage houses, in outside packing rooms, shipping departments or any department of your business where accurate and reliable scales are needed for assorting, grading or weighing. Made with extra large dials with plain figures which eliminate errors. Built for speed and accuracy. Always dependable.

JOHN CHATILLON & SONS

Established 1835

Manufacturers of Scales and Butchers' Supplies
85-99 Cliff Street New York City, N. Y.



**THE ENTERPRISE MFG. CO., OF PA.,
Philadelphia, U. S. A.**

No. 3

United Dressed Beef Company J. J. Harrington & Company CITY DRESSED BEEF, LAMB AND VEAL

Packer Hides, Oleo Oils, Stearine, Cracklings, Stock Food, Tallow, Horns, and Cattle Switches, Pulled Wool and Pickled Skins

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NEW YORK CITY

TELEPHONE MURRAY HILL 2300

JOHN J. FELIN & CO., Inc.

4142-60 GERMANTOWN AVENUE
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PORK AND BEEF PACKERS AND SAUSAGE MANUFACTURERS
PHILADELPHIA SCRAPPLE IN SEASON
NEW YORK BRANCH, 407-9 W. 13th STREET

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BOYD, LUNHAM & CO. PACKERS and LARD REFINERS

1925

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Union Stock Yards

"Corkhill"
Brand
Hams
and
Bacon

CORKRAN, HILL & CO.
Beef and Pork Packers
Union Stock Yards, Baltimore, Md.

Dressed Beef
Butter
Cheese
Eggs

EASTER BRAND

Meat Food Products

25 Metcalf St.

THE DANAHY PACKING CO.

Buffalo, N. Y.

EAST SIDE PACKING CO., East St. Louis, Ill.

Pork and Beef Packers

EXPORTERS AND SHIPPERS OF STRAIGHT AND MIXED CAR LOADS OF BEEF AND PROVISIONS
F. C. ROGERS, 431 W. 14th St., New York City; Ninth & Noble Sts., Philadelphia, Pa., Representative

PITTSBURGH PROVISION & PACKING CO., BEEF AND PORK PACKERS

Union Stock Yards
PITTSBURGH, PA.

Manufacturers of
Oleo Oils, Oleo Stearine, Tallow, Greases, Beef Casings, Fertilizers, etc.
Crescent Brand Hams, Lard, Breakfast Bacon All Our Products are U. S. Government Inspected
THE CELEBRATED BRAND IRISH HAMS AND BREAKFAST BACON



The Independent Packing Company

Forget-Me-Not

Brand

PURE LARD

Branch Offices—Produce Exchange, New York; 113 State Street, Boston; 31 North John Street, Liverpool, England

Union Stock Yards, Chicago

Beef and Pork Packers and Provisioners

Curers of Finest and Select Brands

Manufacturers of

Sausages and Specialties

of all kinds

HAMS AND BACON

1018-1032 W. 37th Street,

Quality

HARRY MANASTER & BRO.

CHICAGO, ILL. U. S. Yards

Sausage
Meats

Service

Beef
Cuts

KINGAN & CO.
PORK and BEEF
PACKERS
 Producers of the Celebrated
"RELIABLE"
 Brand
HAMS—BACON—LARD

Main Plant at
 INDIANAPOLIS, INDIANA

Branches at
 NEW YORK, N. Y. HARRISBURG, PA.
 SYRACUSE, N. Y. PITTSBURGH, PA.
 JACKSONVILLE, FLA. BALTIMORE, MD.
 TAMPA, FLA. WASHINGTON, D. C.
 RICHMOND, VA. LOS ANGELES
 NORFOLK, VA. SAN FRANCISCO
 ATLANTA, GA. BOSTON, MASS.
 PHILADELPHIA, PA. BINGHAMPTON, N. Y.

The
Columbus Packing
Company



Pork & Beef Packers
 Columbus, Ohio
 Seven Schenk Bros., Managers

ESTABLISHED 1845

The Layton Company
 Pork Packers & Curers
 of Choice Selected
Hams and Bacon
 and Renderers of
 Guaranteed Pure Lard
 Quality Our Hobby for 80 Years
 Milwaukee, Wisconsin.

C. F. Vissman & Co., Inc.
 Louisville, Ky.
 Dressed Beef
 Derby Brand
 Hams
 Bacon
 Lard

Straight and Mixed Cars
 Green or Cured Meats



From the very Center of the
Hog Belt of Iowa

Located as we are, in the center of the corn and
 hog belt of Iowa, enables us to put into

**Decker's
 IOWANA**
 Pork Products

that delicious tenderness and flavor for which
 Iowa Porkers have become world-famed, and
 there's the secret of the supreme goodness of
 Decker's Iowana Hams, Bacon and pure lard.

We solicit inquiries from discerning buyers

of all green and cured cuts.

JACOB E. DECKER & SONS
 MASON CITY, IOWA

ARBOGAST & BASTIAN COMPANY

WHOLESALE SLAUGHTERERS OF
 CATTLE, HOGS, SHEEP AND CALVES
 MEAT PACKERS and PROVISION DEALERS
 U. S. GOVERNMENT INSPECTION

ALLENTOWN, PA.

Brightwood

COOKED HAMS
 None Better
SPRINGFIELD
 PROVISION COMPANY
 BRIGHTWOOD, MASS.

HATELY BROTHERS COMPANY
 CHICAGO
 PURE LARD AND MEATS FOR EXPORT



GREENWALD PACKING CORPORATION
 BALTIMORE, MD.

Dependable Brand Products

Beef Cooked Hams Lamb Chipped Beef Veal Lard Sausage Cooked Tongues

HETZEL & COMPANY
 PACKERS

CHICAGO

NORTH PACKING & PROVISION CO.
 MANUFACTURERS NORTH STAR BRAND PORK PRODUCTS

Packers, Jobbers and Exporters of Provisions

New York Office Boston Store General Office and Packing Houses
 444 PRODUCE EXCHANGE 87 SOUTH MARKET STREET SOMERVILLE, MASS.

A. H. March Packing Co.
 Pork Packers

ASK FOR THE Celebrated Diamond A. H. M. Brand
 Hams, Bacon and Lard Known Since 1873 BRIDGEPORT, PA.

John P. Squire & Company

Established 1842
Pork Packers
 NEW YORK OFFICE P. O. Box 5325
 211 Produce Exchange BOSTON, MASS. PACKING HOUSES
 Cambridge, Mass.

CHICAGO PACKING CO., INC.
 PACKERS

Union Stock Yards

Dressed Beef and Veal
 Boneless Beef Cuts and Sausage Material

Chicago, Ill.

JACOB DOLD PACKING CO.

Packers and Provisioners



NIAGARA
HAMS AND BACON
WHITE ROSE PURE LARD

A Full Line of Packing House Products
Animal, Poultry Foods and Fertilizer

Buffalo

Wichita

Omaha

Liverpool



ASK THEM!

ONE HUNDRED of the leading packers
and wholesalers of the Middle West, East
and South are selling HAMMOND'S



MISTLETOE — KO-KO

and other brands of

Oleomargarine

*Let us refer you to some of them—they can tell you
interesting things about the possibilities of our line*

The G. H. Hammond Co.

CHICAGO, ILL.

Paradise
Brand
Hams Bacon Lard

The
Theurer-Norton Provision
Company
CLEVELAND Packers OHIO

WHITE LILY BRAND HAMS AND BACON
"Try 'em—they're different"
DUNLEVY-FRANKLIN COMPANY, PITTSBURG, PA.

*"None Better
in the Country"*



Shafer & Company

Lombard St. from 5th to 8th
BALTIMORE, MD.
Howard R. Smith, President

FIDELITY

BRANDS OF
HAMS BACON
LARD SAUSAGE

SURELY SATISFY
PIGS' FEET in glass jars
Wonderful Sellers

Made by

T. M. SINCLAIR & CO., Ltd.
Cedar Rapids, Iowa

BRANCH HOUSES—
520 Westchester Ave. 81 South Market St.
New York Boston, Mass.
Portland, Ore. Seattle, Wash.
Chicago, Ill.

Oscar Mayer & Co.
Packers

Approved

HAMS - BACON
LARD - SAUSAGES
"Unusually Good"

Chicago Washington Madison
New York Boston Milwaukee

Brennan Packing Co.

PORK PACKERS

Quality Our Hobby

Write or Wire Us for Prices

Cor. Thirty-ninth St.
and Normal Ave.

U. S. YARDS
CHICAGO

Wilmington Provision Co.

Wilmington, Delaware

Slaughterers of

Hogs, Cattle, Lambs, Calves

Manufacturers of

Fine Sausage

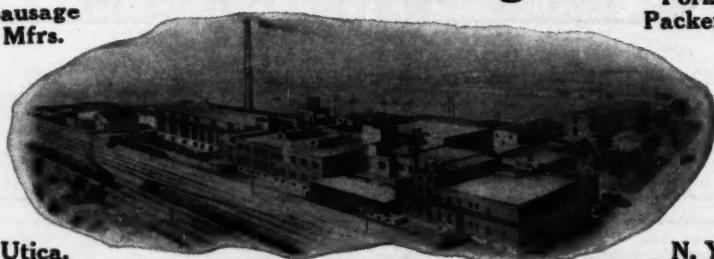
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C. A. Durr Packing Co.

Sausage
Mfrs.

Pork
Packers



Utica,

N. Y.

GUGGENHEIM BROS.

CHICAGO, ILL.

U. S. YARDS

Dressed Beef

High Grade Boneless Beef Cuts—Sausage Materials and Beef Hams
BARREL BEEF — CASINGS, ETC.

—Export—

J. S. HOFFMAN COMPANY, Inc.

EXPORTERS—IMPORTERS

CHEESE - SAUSAGE - CANNED MEATS

CHICAGO

NEW YORK

WE HAVE BUILT OUR REPUTATION ON:—QUALITY AND PRICE

The J. & F. Schroth
Packing Co.
Cincinnati, Ohio

FOUNTAIN
1871 BRAND 1925
PRODUCTS

Carload Shippers of
Green, Sweet Pickle and
Dry Salt Meats

They Sell on Sight
Frankfurters
Corned Beef Boiled Ham
Head Cheese Meat Loaf
Tongue, Bacon, Bolognas

Otto Stahl's
"Ready to Eat Meats"

Delicious!

Delicatessens—Meat Markets—Food Shops Served
3rd AVE. AT 157th ST., NEW YORK



HORMEL

GOOD FOOD

PORK, BEEF
and VEAL

AUSTIN,
Minnesota

A Full Line of Fresh and Dry Sausage.

Choice City Dressed Pork Products

OUR city dressed pork products include all Fresh Pork Cuts, Boiled Ham, Sausage, Supreme Ham and Bacon. For high uniform quality, these products are excelled by none.

JOSEPH STERN & SONS

Branch of the North American Provision Company
616 West 40th Street, New York City

F. G. VOGT & SONS, Inc. Philadelphia, Pa.

Packers of Highest Quality Pork Products

Pure Refined Lard: VOSCO and VALIANT Brands



The Cudahy Packing Company U.S.A.

CHICAGO OMAHA KANSAS CITY SIOUX CITY LOS ANGELES SALT LAKE WICHITA

Puritan Hams—Bacon—Lard

1864

LOUIS PFAELZER & SONS, Inc.

1925

UNION STOCK YARDS, CHICAGO, ILL.

DOMESTIC and EXPORT

Shippers of Straight and
Mixed Car Loads Beef,
Pork, Lamb and Provisions

We specialize in Boneless Meats
and Beef Cuts.
"Sun" Brand Hams, Bacon and Lard

CONSOLIDATED DRESSED BEEF CO., STOCK YARDS
CAR LOTS SHIPPED TO ANY PART OF THE U. S. PHILADELPHIA

We invite New York and New Jersey butchers to visit us. Philadelphia is only two hours from New York.

The Rath Packing Co., Waterloo, Iowa

Pork and Beef Packers

BLACKHAWK HAMS AND BACON

STRAIGHT AND MIXED CARS OF PACKING HOUSE PRODUCTS

KREY BEEF AND PORK PACKERS ST. LOUIS, U. S. A. **KREY**
X-RAY BRAND—HAMS—BACON—LARD
EXPORTERS-SHIPPERS of MIXED CARS—PORK, BEEF & PROVISIONS, FANCY SAUSAGE

Cable Address: KREY, St. Louis. Eastern Representatives: Boston, J. R. POOLE CO.

C. A. Burnette Co.

827-839 W. 22nd St., Chicago, Ill.

Car or Barrel Lots Solicited

Quality

Sausage Material, Beef Hams
Beef Cuts, All Grades



Hams Bacon Lard

ESTABLISHED 1884

Dry Salt Meats
Green Meats
Sweet Pickled Meats

MILLER & HART, Chicago

Quality Fair Price



Sausage
and
Ready to Eat Meats

T. T. KEANE CO.

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Dressed Beef

General Offices: Hotel Supplies:
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Washington, D. C.
Abattoir, Beanings, D. C.

J. M. Denholm Bros. & Co.
Beef and Pork Packers
Manufacturers of the Famous Keystone
Hams, Bacon and Lard
PITTSBURGH, PA.

The International Provision Co.
PACKERS AND EXPORTERS OF
FINE PROVISIONS
33 to 43 Degraw St., BROOKLYN, N. Y.
Cable Address, Hazelyork, Brooklyn

HAMS
DAISIES
PURE LARD

BLUE RIBBON



BACON
PIPPINS
FRESH PORK

31—Appetizing Sausage Products—31

ROCHESTER PACKING CO. INC.

—you won't forget
the flavor!

The E. KAHN'S SONS CO.

Beef and Pork Packers

"American Beauty" Ham Bacon Lard

Car-load shippers of
Fresh Dressed Beef
and Calves

Send us your inquiries
Cincinnati, Ohio

Boneless Beef and Veal
CAR LOTS
BARREL LOTS



742-44 W. 45th Street
CHICAGO
Price Quality Service

CONSOLIDATED RENDERING COMPANY

General Office

40 North Market Street
MANUFACTURES TALLOW, GREASE, OLEO OIL AND STEARINE
DEALERS IN HIDES, SKINS, PELTS, WOOL AND FURS
Boston, Mass.

EMIL KOHN, Inc. NEW YORK, N. Y.
Calfskins

Office and Warehouse:
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Ship us a small Consignment and see
how much better you can do. Results
Talk! Information gladly furnished.



Put a Real Can Around Your Product

Heekin Cans are tough and sturdy—the strongest
cans made. They protect your product from leaking
in handling or in transit—they save you money.

Heekin Cans are lithographed with your label in
any colors you choose. These labels will not come
off—they will not soil easily. Any color scheme or
design can be reproduced.

Packers who use them have a big advantage.
These cans sell your lard and bacon the way for your
ham, bacon, etc.

There are Heekin Cans for every need. Let us
know your can requirements and we will gladly send
you a sample can and complete information. Write to

THE HEEKIN CAN CO.

6th, Culvert and New Sts. Cincinnati, Ohio.

"The Sweetness of Low Prices Never Equals the Bitterness of Poor Quality"

Write for full particulars on our

Decorticated Black Pepper

The Woolson Spice Company

Toledo, Ohio

"Spices Ground Up to a Certain Standard—Not Down to a Certain Price"

No. 3

Classified Advertisements

Advertisements under this head \$2.00 per inch per insertion.
Remittance must accompany order.

Men Wanted

Side Line for Meat Salesman

Want salesman calling on Western packing house trade to handle profitable side line on commission basis. Address Brooks, W-916, The National Provisioner, 15 Park Row, New York.

Manager Wanted

A reliable, progressive man with selling and executive ability as manager for Eastern branch-house, handling beef and provisions. Give full particulars as to experience and reference. W-923, The National Provisioner, Old Colony Bldg., Chicago, Ill.

Cotton Oil Refiner Wanted

Wanted by south-west packer, cotton seed oil refiner. One who thoroughly understands the refining, bleaching and deodorizing of cotton seed oil. Man with laboratory and compound experience preferred. W-920, The National Provisioner, Old Colony Bldg., Chicago, Ill.

Live Sales Manager Wanted

Have opening for live, progressive, sales manager. Prefer one familiar with peddler wagon distribution, such as is customary in Philadelphia and New York. For man coming to specifications, there is good salary to begin with, and also advancement. Old established house in East. W-925, The National Provisioner, Old Colony Bldg., Chicago, Ill.

Sales Manager Wanted

Wanted, sales manager for medium-sized packing house merchandising regular line of provisions. First-class brands, established trade. Want man who is more concerned about building for the future than for immediate big salary. State qualifications, experience, age, salary expected, and give references in your first letter. W-921, The National Provisioner, Old Colony Bldg., Chicago, Ill.

Positions Wanted

Position as Superintendent

Wanted, position as superintendent with small packer. Have had twenty-five years experience. Can furnish best of references. W-915, The National Provisioner, Old Colony Bldg., Chicago, Ill.

Foreman or Superintendent

Position wanted by experienced packinghouse man. Can take charge of any department or superintendent plant. Baltimore or near vicinity preferred. W-920, The National Provisioner, 15 Park Row, New York City.

Chicago Representative

Successful established salesman with clientele among meat packers, railroads, refineries and industrials, will represent reliable manufacturer in Chicago territory; full or part time. W-924, The National Provisioner, Old Colony Bldg., Chicago, Ill.

Equipment for Sale

Dry Melter For Sale

For sale, 6,000-lb. capacity dry melter, 4 ft. by 12 ft., cut gear, belt drive, shell and overhead charging arrangement. New. Industrial Iron Works, 349 Van Horne Street, Jersey City, N. J.

Duplex Ice Compressor

For sale, York 45-ton steam driven duplex ice compressor, just removed from a brewery on account of prohibition. \$1,500 on cars. Also three 35-ton machines, same as above, \$1,250 each. Charles S. Jacobowitz, 1382 Niagara Street, Buffalo, N. Y.

Dryer and Melter Parts

For sale, Vulcan and Smith dryer and melter parts. Have purchased all rendering equipment from the Vulcan Iron Works. Industrial Iron Works, Jersey City, N. J.

Hottmann for Sale

Hottmann twin-screw combined cutter and mixer for sale cheap; first-class condition. Retiring from business. Henry Schmidt, care The National Provisioner, 15 Park Row, New York City.

Rendering Machinery

For sale, three tankage dryers or cookers, 10' diameter by 4' deep, steam jacketed with stirrers; two tankage dryers or cookers 6' x 2 1/2' deep, steam jacketed with stirrers; two 200-ton knuckle joint scrap presses; one horizontal tankage dryer with stirrer, 2 1/2' diameter by 6' long; one 65-ton oleo press; two 350-ton hydraulic presses; three direct heat rotary dryers, tanks, filters, presses, crushers. C. M. Momberger, 95 Liberty Street, New York City.

A Guide for the Buyer will be found on pages 62 and 63

Plants for Sale

Abattoir and Sausage Plant

For sale, fully equipped A-1 condition, 35,000 sq. ft. of ground, garage, stable, house and stores. Corner property on Main street, 16 squares from new Delaware River bridge, Camden, N. J. For further information write T. A. Stoutenburgh, 446 N. American St., Philadelphia, Pa.

Middle-West Plant For Sale

Modern plant in middle-west; fine local hog supply, big consuming population. Weekly capacity, 1,300 hogs; also cattle and small stock. Million dollar business last year. Retiring for health reasons; will sell all or part. FS-906, The National Provisioner, Old Colony Bldg., Chicago, Ill.

Naphtha Extraction Plant

For sale, Naphtha extraction plant for handling bones and tankage with grinders, power plant, etc. Hafleigh & Company, Philadelphia, Pa.

Middle-west Market

For sale, modern market in heart of city with population of 100,000. Weekly average sales, \$3,000. Reason for selling wish to enlarge sausages business. FS-927, The National Provisioner, Old Colony Bldg., Chicago, Ill.

Business Opportunities

Lard for Germany

Packinghouse agency with consignment deliveries wanted for Germany by well-known lard importing firm, well fixed with capital. Please address offers to J. V. 15590, care Advertising Agency Rudolf Mosse, Berlin, S. W. 19.

On This Page!

Right now you are likely to find just what you are looking for whether it be a man, job machine or packing plant.

The National Provisioner

\$5.00 per year to foreign countries

\$3.00 per year in U. S. A.

A Guide For the Buyer

Classified Index of Advertisers For Alphabetical Index See Page 65

Air Conditioning Equipment
Atmospheric Conditioning Corp.
Browne, Milton W.

Anhydrous Ammonia
Armour and Co.
Mathieson Alkali Works, Inc.

Architects and Engineers
Anders & Reimers
Burt & Co., M. P.
Gardner & Lindberg
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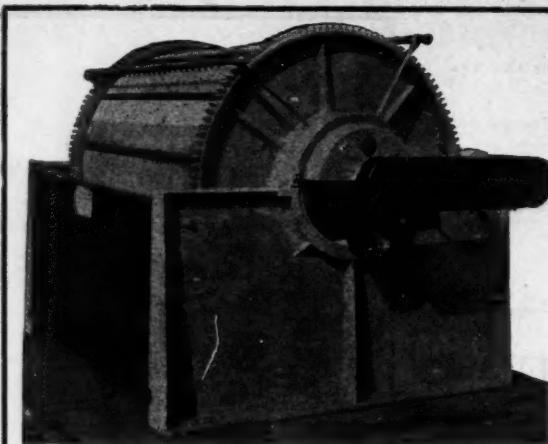
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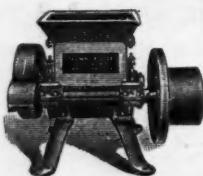
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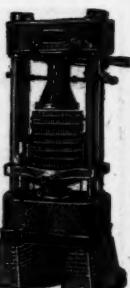
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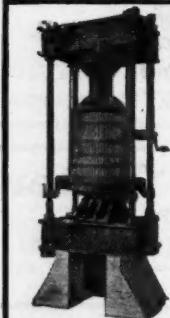
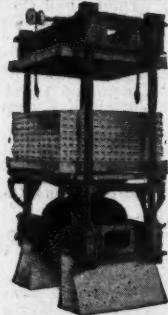
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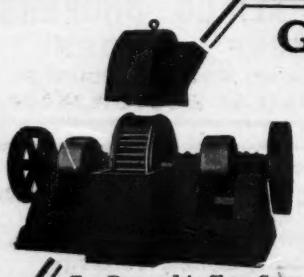
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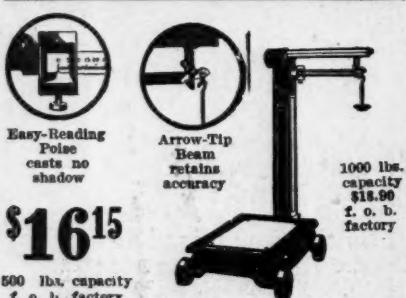
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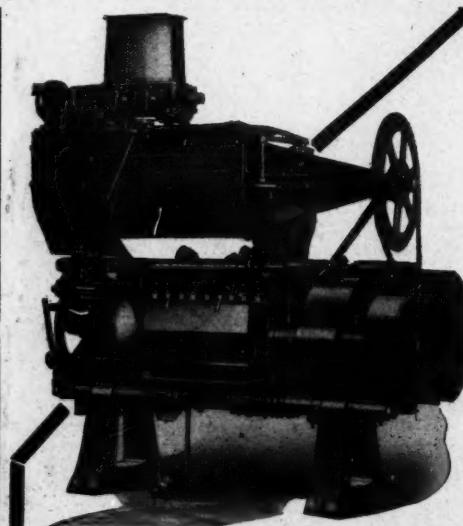
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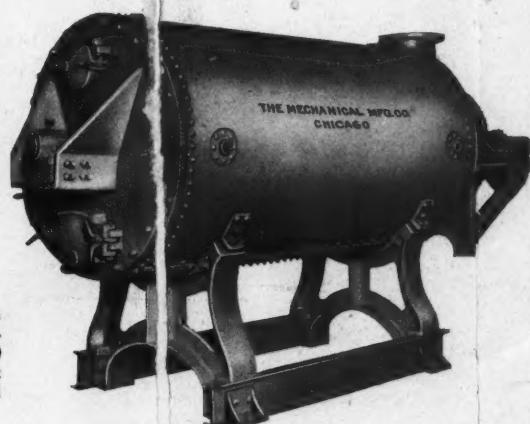
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